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	Average Net Daily Sales
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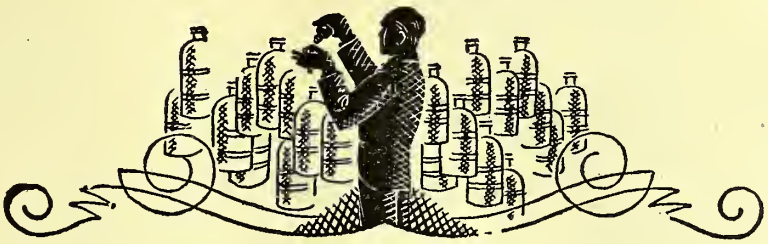
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For a PERFECT dance floor
you can confidently recommend –

'BOVAL' FLOOR GLOSS



Take full advantage of the

DANCING SEASON

by displaying

'BOVAL'

FLOOR GLOSS

Packed in beautifully decorated sprinkler-top containers.

1/6 P.A.T.A. - 12/- doz.
2/6 ,, - 20/- doz.

Bonus for 10 Days' Window Display
18 to the dozen on orders to the net value of £5.

Carriage Paid. Free Package.

Attractive Showcard Supplied.

STOCKED BY LONDON HOUSES.

JAMES WOOLLEY SONS & Co., LTD.
MANCHESTER.

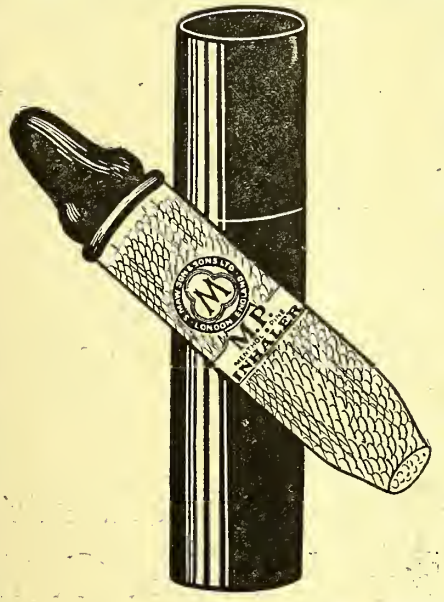
Maw's Page

When ordering for the immediate future

Consult Maw's List

Maw's is essentially a pharmacist's house. The best attention of the House is concentrated on those bread and butter lines which constitute the pharmacist's business.

It is worth while to devote a few minutes occasionally to the perusal of Maw's Catalogue, with a view to reminding yourself of lines you should be ordering for the immediate future. Amongst staple lines which sell during these, the worst months of the year, are Maw's inhalers. See below and pages 161 and 162 of Maw's List.



No.		Per dozen.
4/3171.	Maw's Menthol, each in box ..	8/3
4/3172.	Ditto, pocket, each in box	7/6
4/3172A.	Ditto, complete with inhalant in box	16/-
4/3173.	Ditto, vest-pocket, each in box ..	4/6
4/3173A.	Maw's M.P. (Menthol and Pine) inhaler, illustrated, an ideal pocket inhaler with black teat and open end for nose and throat inhalation. Each supplied in stout card box	5/6
4/3174.	Menthol, each in metal case ..	8/-
4/3174A.	Ditto, compound menthol, in card case	5/6
4/3174B.	**Bottles of Inhalants.**— Menthol, Eucalyptol, and Pine—for re-charging any of the above inhalers	6/-

S. Maw, Son & Sons, Ltd.,
Aldersgate St., London,
and Barnet.

TRADE MARK



By Appointment to their Majesties The King & Queen of Spain.

GAL

THE NEW SPANISH TOILET SOAP THAT WOMEN CAN'T RESIST

National advertising is telling them about GAL. *You have only to show it—for Sales are proving that* GAL *is irresistible.*

Every single tablet sale allows

A 39% PROFIT ON TURNOVER

YOU make over 4½d. on every single tablet. Gal retails at 1/- per tablet. 2/9 per box of three. The price to you is 11/- per doz. tablets, less 33⅓% discount, P.A.T.A.

Order through your usual wholesaler and ask for display material

NATIONAL PUBLICITY for GAL

LARGE SPACES IN THE
Daily Sketch
AND
Daily Mirror
FULL PAGE
& COLOUR PAGE
ADVERTISEMENTS
IN EACH OF
THE FOLLOWING
PAPERS

WOMAN ✣ GOOD HOUSEKEEPING ✣ WOMAN'S JOURNAL ✣ BYSTANDER NASH'S MAGAZINE ✣ EVE PUNCH ✣ VOGUE ✣ SKETCH TATLER ✣ LADY ✣ QUEEN GRAPHIC ✣ SPHERE

HERE is your opportunity to profit by the sales which a nation-wide campaign is creating for you. Every woman in England is hearing the story of *Gal*, the new Spanish toilet soap

The combined circulation of all the papers carrying advertisements for GAL *Toilet Soap gives a total of*

3½ MILLION ADVERTISEMENTS IN THE LAST THREE MONTHS

23 MILLION ADVERTISEMENTS IN THE NEXT THREE MONTHS

SOME women will say "this seems a low price for a real luxury soap, what is it like?" To these the exclusive charm of *Gal*—with its fragrant and creamy lather—will come as an unexpected revelation in toilet values.

OTHERS used to paying a little less will be tempted by the gay wrapper to buy *Gal* "just once." They will be amazed to discover in *Gal* a true luxury soap of a kind never before offered at so popular a price. All of them will come back asking for more *Gal*—*Gal* for themselves; *Gal* for their friends.

DISPLAY this new Spanish soap in its attractive sunshine packing. *Gal* dealers all over the country are stocking for the coming season. It is going to pay them. It is going to pay *you*.

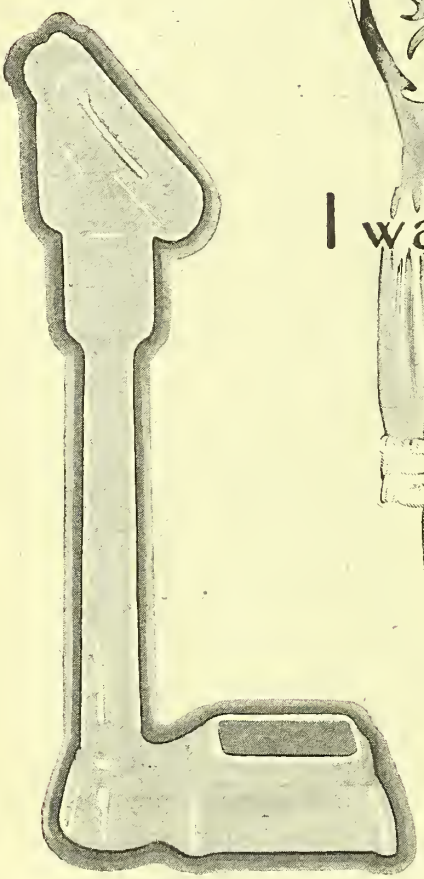
TOILET GAL SOAP

PERFUMERIA GAL (LONDON) LIMITED
76 STRAND, W.C.2. *Telephone:* TEMPLE BAR 4662

(F.C.1)

"Just a minute, my dear—





I want to weigh myself"

Every time your customers say this
YOU ADD TO YOUR INCOME!
and before long it is
ALL NETT PROFIT
because the machine requires

NO PERSONAL ATTENTION
NO SALESMEN
NO UPKEEP COSTS

and it carries the
AVERY

FREE MAINTENANCE SERVICE

Placed in a good position, it will more than earn the monthly payments.

WRITE AND ASK FOR FURTHER INFORMATION ABOUT THE A676
AVERY PERSON WEIGHER

AVERY

W. & T. AVERY, Ltd. (Coinfreed Department) SOHO FOUNDRY, BIRMINGHAM

Have a "Pinch" with me—

The Waistcoat Pocket as a Salesman!

"DISPELLO"
CATARRH SNUFF

IT'S THE LITTLE THINGS WHICH MAKE A LOT. At the present time, when head-colds are rife, everyone is a possible purchaser of "*DISPELLO*" *CATARRH SNUFF*—IF THEY KNOW.

Orders are simply pouring in from old and new buyers. Someone is supplying the demand—***and you ?***

Try our idea of "*Have a pinch with us.*" Put in the full-dress window display: give the customer at the counter the little envelope containing sufficient for a generous sniff. Keep a non-sift box of "DISPELLO" in your own waistcoat pocket; tell your assistants to do the same—and offer a pinch to everyone you come across who has catarrh or a "sniffy cold": if he hasn't now, he will have sooner or later.

FREE SAMPLES

The little envelope shown in the corner contains a generous sniff. Free samples equal to the quantity of your order are sent with goods and window display is provided on request.

Per dozen		4/6
6 dozen	at	4/3
Gross lots	at	4/-

1-dozen box (to show display outer) will be sent post free for 4/6.

AYRTON, SAUNDERS & Co. Ltd.
LIVERPOOL - - - ENGLAND

"DISPELLO" CATARRH SNUFF is compounded from Oils of Eucalyptus and Pine, Terebene, Bismuth-Oxynit, Boric Acid and Menthol.

Have a "Pinch" with me—
"DISPELLO"
CATARRH SNUFF
Ayrton, Saunders & Co. Ltd
LIVERPOOL ENGLAND.

RESULTS

verb sap

RESULTS

The Director of Advertising,
"SUNDAY DISPATCH."

Dear Sir,—

We have now completed our analysis of the replies received in connection with the recent "B.P." Slogan Competition which was advertised in 23 National and Semi-National Daily and Sunday newspapers, and we have pleasure in informing you that the "Sunday Dispatch" has proved cheapest per reply from motorists and also cheapest in regard to the total number of replies.

Yours faithfully,

British Petroleum Co., Ltd.

RESULTS

The Director of Advertising,
"SUNDAY DISPATCH."

Dear Sir,

When arranging the 1928 campaign for our clients, Messrs. [illegible] and Mathieson Limited, the manufacturers of the famous "Sunbeam" Gas Fires, we were instructed to again include the "Sunday Dispatch."

In previous campaigns our clients offered a descriptive booklet of the "Sunbeam," and from carefully keyed records the "Sunday Dispatch" came out second on the list, but top for Sunday papers, and it might interest you to know that for the present campaign the "Sunday Dispatch" is the only Sunday paper to be used.

Yours faithfully,

Smith's Advertising Agency Ltd.

RESULTS

The Director of Advertising,
"SUNDAY DISPATCH."

Dear Sir,—

It may interest you to know that the "Sunday Dispatch" has proved itself to be the best medium for Oetzmann's advertising on Sundays, over a period of many years.

We keep very careful records, and the quantity of orders and inquiries from the "Sunday Dispatch" gives it a position of eminence among the media we use, while on the basis of "return per £1 spent" it consistently keeps a very high place.

Yours faithfully,

Oetzmann & Co., Ltd.

RESULTS

The Advertisement Manager,
"SUNDAY DISPATCH."

Dear Sir,—

May we congratulate you on the rising net sale of the "Sunday Dispatch." This increase, combined with stationary advertisement rates and a pulling power so often demonstrated by keyed results, enhances the value of the "Sunday Dispatch" as a National Sunday advertising medium of premier importance.

Yours faithfully,

Osborne Royds, & Co., Ltd.

RESULTS

The Advertising Manager,
"SUNDAY DISPATCH."

Dear Sir,—

It may interest you to know that certain advertising prepared by us on behalf of clients and calling for direct postal response has provided us with ample data as to the pulling power of the "Sunday Dispatch."

In one campaign in particular—that for Naunton's National Music System—not only were we surprised at the number of replies received, but also at the number of sales effected, thus proving the marked ability of the "Sunday Dispatch" to produce orders as well as inquiries.

Yours faithfully,

Edward Hunter & Co., Ltd.

RESULTS

The Director of Advertising,
"SUNDAY DISPATCH."

Dear Sirs,—

I must congratulate you on the big interesting papers you have been running.

As you know, my clients are persistent advertisers in the "Sunday Dispatch," as I have always found on keyed results that it takes a very high place in any list of media I may be using.

This season I hope again to increase greatly our demands for advertising space in the "Sunday Dispatch."

Yours faithfully,

Greenly's Limited.

RESULTS

The Advertisement Manager,
"SUNDAY DISPATCH."

Dear Sir,—

With reference to our advertising campaign featuring the "King's English" Dictionary, we feel it is only fitting that we should advise you that the response to our advertisement in the "Sunday Dispatch" (they are keyed replies), has been gratifying in the extreme.

After several years' experience of "Sunday Dispatch" results we would like to add that no Sunday newspaper stands higher in our confidence.

Yours faithfully,

British Books Ltd.

RESULTS

The Advertisement Director
"SUNDAY DISPATCH."

Dear Sir,—

With this note we are sending you confirmation of verbal instructions re the continuation of "Cow and Gate" advertising.

Whilst writing we should like to add that splendid results are obtained through the "Sunday Dispatch" with financial and other advertising, where replies are traceable to the media used, which proves conclusively that advertising in the "Sunday Dispatch" is a very profitable investment.

Yours faithfully,

Muller, Blatchly & Co., Ltd.

RESULTS

The Advertisement Manager,
"SUNDAY DISPATCH."

Dear Sir,—

We herewith have pleasure in enclosing you further order for our advertisement in the "Sunday Dispatch."

We regret we could not advertise last week, as owing to the large number of replies we received from the previous week's advertisement, it was impossible to deal with all these and continue advertising.

We are, dear Sir,

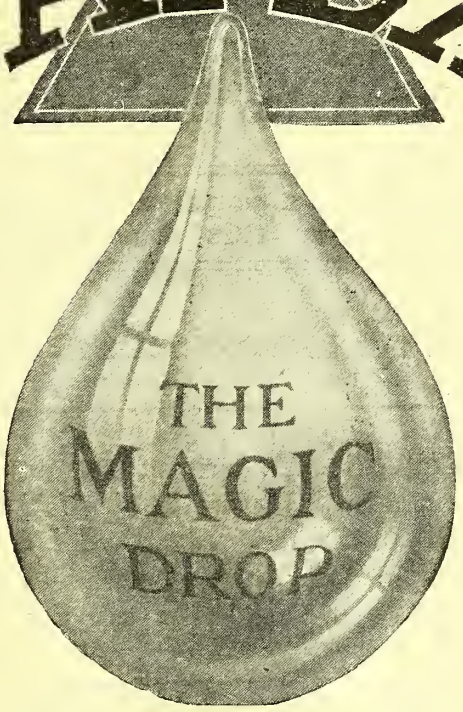
Yours faithfully,

Hilbery, Chaplin & Co.

Estate Agents and Chartered Surveyors, of Romford and Gidea Park.

The Sunday Dispatch

VAPEX



February Fill Dyke means more customers for "Vapex"

Will you please be ready to supply? "Vapex" is one of the most profitable of stamped, nationally advertised specialities and is well worthy of your personal interest. People who have once tried "Vapex" are glad to recommend it to their friends. A February Display will certainly pay.

To EXPORT BUYERS—All orders and enquiries should be addressed to our Sole Export Agents, Wm. ALFRED JONES Ltd., West India House, Liverpool.

THOMAS KERFOOT & CO LTD
BARDSLEY VALE, LANCASHIRE,
& Bardsley House, London, N.1
ESTABLISHED 1797.

C/913

COPYRIGHT

** This offer does not hold good after February 7, 1929*

URODONAL

A SPECIAL OFFER to INTRODUCE THE NEW 3/- SIZE

*which is about to be largely advertised.

This size will be a popular size for the public who wish to try this world-wide remedy.

URODONAL now sells at 3/-, 5/- & 12/-

Messrs. CHATELAIN have at our urgent request brought out a new 3/- size bottle of URODONAL which will be largely advertised in the Daily Papers, and in order that you should have it in stock when your customers ask for it we are making you a

SPECIAL OFFER of
1 doz. 3/- URODONAL at 28/6

with one extra bottle as bonus and giving two months' credit.

This will be a fine seller, so order at once and obtain it on the best terms from the sole agents :

HEPPELLS, LTD. *Wholesale Chemists*

16 Grosvenor Place, LONDON, S.W.1.

£6 of ROBOLEINE for £5

Any chemist who undertakes to make a fortnight's window display of Roboleine and places an order for £5 net value (made up in any sizes) will receive an additional £1 worth free, together with a supply of samples, literature and display matter. The consignment will be sent carriage paid, in a free case.

Roboleine has no opposition to overcome. It has been on the market 22 years and has an established position with Doctors and with the public. And this winter it is being advertised as never before, in all the great national dailies, in the leading provincial newspapers and in a long list of Women's papers. 127,684,000 large advertisements will appear between the beginning of October and the end of April.

Roboleine is going to be a best-seller this winter. Now is the time to make sure and get a good share of the increased trade.

Roboleine

CONCENTRATED NOURISHMENT IN EVERY SPOONFUL

* * *

OPPENHEIMER, SON & CO., LTD. 179, Queen Victoria Street, London, E.C.4

SEE THAT YOU GET
MYSORE GOVERNMENT
SANDALWOOD OIL
DISTILLED FROM SANTALUM ALBUM, LINN.

THIS IS YOUR GOVERNMENT OF MYSORE *GUARANTEE*

Send all enquiries to :

Telegrams : "Ekdum," London.

K. B. MAVLANKAR
98 Great Tower St., E.C.3

Telephone : Royal 4987

MAGNUS, MABEE & REYNARD
INC.

AMERICAN ESSENTIAL OILS

BAY	SPRUCE
CEDARLEAF	TANSY
CEDARWOOD	ERIGERON
PEPPERMINT	SPEARMINT
PETITGRAIN	WORMSEED

BALSAMS

ADDRESS:
MAIN SALES OFFICES
32 CLIFF STREET, NEW YORK, U.S.A.
Sole Selling Agents for the British Isles—
OLD STRAND CHEMICAL & DRUG CO., Ltd.
41 Great Tower St. (22 Beer Lane), LONDON, E.C.3
Telephone : Royal 8737 (2 lines).



ALLWOODS' CARNATION PERFUME AND TOILET REQUISITES

Of Superlative Quality

Daintily Packed

Liberal Discount

Good show matter.
Steady advertising.
Carriage paid.

Produced and marketed by the World's leading growers of Carnations.

Write for Trade Prices and full information to :—

Allwood Bros

The Leading Carnation Raisers and Specialists in the World.

HAYWARDS HEATH, SUSSEX

Our Products Have Always Been Imitated But Never Equalled.

But don't be put off with Substitutes.

REMEMBER

THE ORIGINAL BRITISH SOLID IODINE

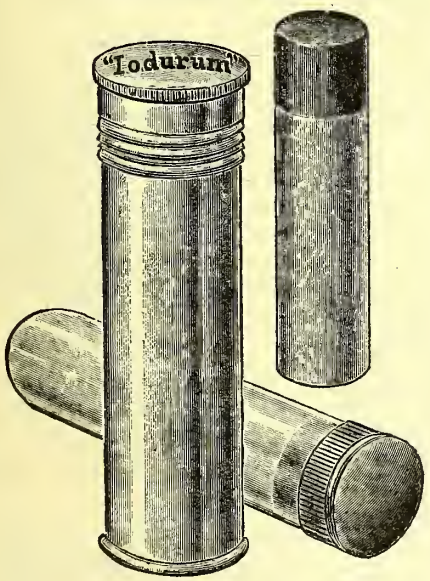
IS

"IODURUM"

Guaranteed to be a

SOLIDIFIED ALCOHOLIC SOLUTION OF IODINE, OF DEFINITE STRENGTH

Retaining all the Therapeutic properties of Iodine in undiminished strength and efficacy



PACKED IN GLASS TUBES WITHIN NICKEL CONTAINER.

This unique DEMUTH production is characterised by the same elegance and high intrinsic quality that marks all DEMUTH'S Specialities

FOR USE IN THE HOME, GARAGE, SPORTS FIELD, CAMP, Etc.

Retail **2/-** *ea. P.A.T.A.*

Wholesale **16/-** *dozen.*

Made by the Proprietors of "Frozoclone," the original and still the leading Solid Eau de Cologne.

R. Demuth's Laboratories 68 Salusbury Rd., & Montrose Av. N.W.6

BOURJOIS SOAPS in QUALITY.

BECAUSE our British made soaps are so exceptional in quality and can be sold at popular prices, they have met with extraordinary success. They exactly fill the public demand on all points. Even with the hardest water they give a soft, creamy, abundant lather, and their cleansing power is wonderful. The absolute purity of Bourjois Soaps is acknowledged—they can be confidently recommended as being beneficial to the most tender skin. In the matter of perfume all the knowledge and resources of our Paris House are at our command, and consequently the exquisite fragrance of the various perfumes has aroused the most enthusiastic comment.

Write now for

BONUS TERMS

on these lines and full lists of wide range of Soaps from 24/- per gross.



BOURJOIS TOILET SOAP

Twelve tablets in box and available in six odours: Verbena, Cologne, Lavender, Jasmin, Carnation and Chypre.

HOW TO ORDER.

No. 2731 (unwrapped) **36/-** per gross.

No. 2731W (wrapped) **42/-** per gross.

A. BOURJOIS et Cie, Ltd.

PARIS NEW YORK

ARE WHAT THE PUBLIC WANT

PERFUME & PRICE

BOTH Bourjois Bath and Toilet Soaps are available in six popular odours—Verbena, Cologne, Lavender, Jasmin, Carnation and Chypre. Can also be had in special wrappings of tasteful beauty as illustration at foot of page.

We are offering particularly attractive bonus terms on these lines, full particulars of which will be sent on application, and we shall also be pleased to furnish a price list of a wide range of high-grade but inexpensive soaps which will interest you. **Do not miss this opportunity of increasing your Soap trade on a highly profitable basis.**

BOURJOIS
BATH SOAP

HOW TO ORDER.

No. 6259 (unwrapped)
72/- per gross.

No. 6259W (wrapped)
80/- per gross.



4 Water Lane, Blackfriars, London, E.C.4

SYDNEY WELLINGTON

A. S. LLOYD'S EUX-E-SIS.

For Shaving without Soap, Water, or Brush.

CAUTION.

The Labels on GENUINE EUXESIS bear two signatures—A. S. Lloyd, in black ink, and that of his Widow, Aimée Lloyd, in RED. Refuse any other.

Sole Manufacturers and Proprietors: **AIMÉE LLOYD & Co., Ltd.**

23 PANTON STREET, HAYMARKET, LONDON, S. W.

N.B.—When ordering from Wholesale Houses write LLOYD'S EUXESIS (WIDOW'S).



THE ORIGINAL :: :: AND :: :: STILL THE BEST

JACKEL'S CREAM

WITHOUT GREASE FOR THE HAIR

SOLD EVERYWHERE.

1/6 PER BOTTLE **2/6**

Jackel's Cream has now been over 40 years on the market and enjoys a steady reliable sale. Once a customer buys Jackel's, imitations have no appeal because Jackel's is still the best.

11/6 and 18/- per dozen.
Retailing at 1/6 & 2/6 per bot.

BIG PROFITS ON THE NEW SHAMPOO.

SHOWCARDS AND PARTICULARS FROM YOUR WHOLESALE HOUSE.

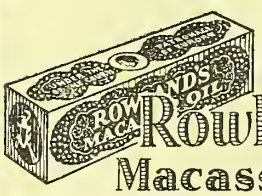
JACKEL et CIE (of Paris) Ld.
GLASGOW.

For 136 years

Rowland's Macassar Oil has been a favourite dressing for the hair. It keeps the hair healthy, and prevents the encroachment of greyness and baldness.

Of all Wholesalers.

RETAIL
3/6, 7/- & 10/6
P.A.T.A.



Rowland's Macassar Oil

Red for dark hair
Golden for fair or grey hair

A. ROWLAND & SONS, Ltd., 112 Guilford St., London, W.C.1

MORGAN'S POMADE

A genuine preparation which performs all that it claims—namely, to restore grey and faded hair to its original colour, to strengthen the hair against further danger of becoming dry and thin, to remove and prevent the recurrence of scurf and all unhealthy conditions of the scalp.

Thirty-five years' solid reputation. On the list of the P.A.T.A.

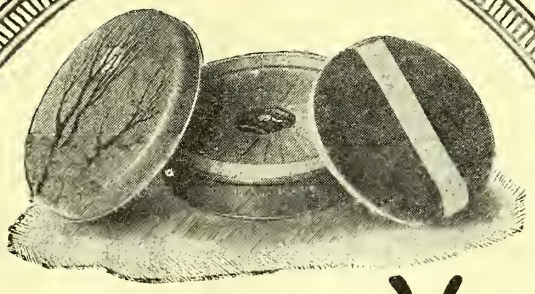
Retail ***1/9*** per pot; ***3/3*** per pot.
Wholesale ***14/-*** per doz.; ***26/-*** per doz.
1-lb. jars for Saloon use at ***6/3*** per jar.

Obtainable from all the leading Wholesale Houses, or direct—

THE MARIE ANTOINETTE CO. 149 JUNCTION ROAD LONDON, N.19

(Note New Address) (2)

WE EXHIBIT AT THE BRITISH INDUSTRIES FAIR 3rd MONDAY IN EVERY FEBRUARY



Something New!

Boudoir Powder in an Original Pack

A pack that is worthy of the excellent quality of the contents. This sums up the new and better "pack" for

"Mists of the Moon" Boudoir Powder

A wide, shallow tin that prevents the powder from spilling when the puff is inserted—a tin that is a charming ornament and will be used as such.

These are points which your customer will appreciate.

This superfine powder—smooth and delicately perfumed—in the new attractive container is sure to make an instant appeal. It will make an ideal counter display and attract sales.

WRITE FOR PRICES AND FULL PARTICULARS.

WE EXHIBIT AT THE BRITISH INDUSTRIES FAIR 3rd MONDAY IN EVERY FEBRUARY

Cussons

KERSAL VALE, MANCHESTER



Always In Full "Sale"!

EDWARDS'

HARLENE

TOILET PREPARATIONS

There is never a lull in the "Trade Wind" that keeps these World-Famous Toilet Preparations in full "Sale." The Excellence of the Products themselves, coupled with the Extensive and Continuous Advertising Compaign, keeps the "Trade Wind" always at full strength.

Thousands of new customers are introduced *every* week!

No Chemist or Store can afford to be without these World's Record Sellers!

DO YOU STOCK THE FOLLOWING "QUICK SELLERS"?

"HARLENE" for the Hair
"CREMEX" Shampoo Powders
"UZON" Brilliantine
"ASTOL" for Grey Hair
"JUNOFLORIS" SPRING BREATH TABLETS
"JUNOFLORIS" Dentifrice
"ASTINE" Vanishing Cream
"ASTINE" Tooth Cream
"ASTINE" Shaving Stick
"ASTINE" Nail Cream
"HARLENE" Hair Fixative (For Gentlemen)
"HARLENE" Wave Setting Lotion



For Full Particulars, Terms, etc., write to:—

EDWARDS' HARLENE LTD.

20, 22, 24 & 26 LAMB'S CONDUIT STREET, LONDON, W.C.1

"MASQUE ROUGE"

Parfums, Face Poudre, and Face Creme.

卐 卐 卐 卐

BONUS OFFER

2 doz. "Masque Rouge" Face Poudre at 8/-		16 0
2 „ „ „ Compacts at 8/-		16 0
(or 4 doz. of either on same terms)	Cost	£1 12 0
Retail Price - - - - - -		2 8 0
Bonus: 2 doz. sample "Masque Rouge" Parfum, retailing at 6d. each - -		12 0
	Sales	3 0 0
	Cost	1 12 0
	Profit	£1 8 0

NEARLY 50% PROFIT ON SELLING PRICE.

A handsome bonus on an attractive high class proposition.
Send YOUR order now.

卐 卐 卐 卐

"MASQUE ROUGE" TOILETRIES

PARFUMS MARCEL GUERLAIN, LTD.
REGENT ARCADE HOUSE, 252-260 REGENT STREET
LONDON, W.1 : : : WIRES: "MASQROUGE, LONDON." TELEPHONE: GERRARD 4714.

Factory—Suresnes, Paris.

NO CONNECTION WITH ANY FIRM OF SIMILAR NAME.

the original combined Cream and Powder

la VELOUTY

de DIXOR Paris



The advertised line that you are asked for.

NOW ON P.A.T.A.

Samples free upon receipt of trade card or billhead.

PRICES :—Full size pot -	21/- doz.	RETAIL	2/9
Super tube -	22/- ,,	,,	3/-
Large tube -	14/- ,,	,,	2/-
Medium tube	7/- ,,	,,	1/-
Handbag tube	3/- ,,	,,	6d.

Made in four shades :

WHITE, IVORY, NATURAL and OCHRE.

Obtainable from your regular Wholesaler or direct from the Sole British Agents:

DEBACQ & HARROP, 68 Newman St., Oxford St., London, W.1

AEROFUME

Regd.

Germicide, Disinfectant, Deodorant

"AEROFUME" is now in great demand, and it is highly recommended by most of the leading authorities for use in the home as a safeguard against contagion and infection.



INVALUABLE AS A DEODORANT

The efficiency of "Aerofume" is certified by The Clinical Research Association, London.

IN BOTTLES—2/3, 3/6, 6/3, also complete with Spray 5/6 (as illus.) subject to 33⅓%.

Obtainable from all usual wholesalers or from :

WALDEN, WALDEN & CO.

15 Grape St., New Oxford St., W.C.



SHADEINE

For COLOURING GREY HAIR

This popular article is largely advertised and stocked by all Wholesale Houses.

Trial size 8d. per doz.	6/-
1/4 size, per doz.	12/-
2/6 size, per doz.	24/-
3/9 size, per doz	36/-

The SHADEINE CO., 58 Westbourne Grove, London, W.2.

PERM BROW

The Waterproof Liquid

To Beautify your Eyes

Every bottle gives you PROFIT 1/3 and repeats always follow - - - -

Perm Brow, the new perfectly harmless liquid eyebrow beautifier blackens eyebrows and lashes to an alluring darkness and being waterproof it stays on. Its unique qualities have influenced recommendation and repeat orders from almost every user. Get a stock to-day, and give it a display — profits will come easily.

Obtainable from all Wholesale Houses or direct from—

MIRUS LTD., 57 Carleton Road, London, N.7



Wholesale	Retail
18/-	**2/9**
per doz.	per bottle.

H.B.T.

will help you to make

1929

a successful year



Success in selling depends largely on having the right thing to sell—the thing the public wants and will appreciate.

H.B.T. has proved a best seller wherever it has been tried by the public. It is the soap they want and they are coming back for more—everywhere.

H.B.T. Aseptic Toilet & Shaving Soaps are entirely different from all others. They are made with the expressed juices of living plants and carry with them a wealth of skin comfort, health and healing which is appreciated by everybody everywhere.

The Soaps which bring repeat orders

H.B.T. ASEPTIC TOILET SOAP Tablets, **9d**
In boxes of three Tablets, **2/3.**
H.B.T. ASEPTIC SHAVING SOAP, **1/-.**

Order a trial lot to-day.



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Note the British Commercial Monomark on each Tablet—B.C.M./H.B.T.

Sole Agents for Northern Ireland:—SHAW & JAMISON, LTD., BELFAST.

Stocks of H.B.T. Aseptic Soaps are held in London by:
SANGERS, 42a Hampstead Road, N.W.1, and
FRANCIS NEWBERY & SONS, Ltd., Charterhouse Square, E.C.1
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B B



SORBO SPONGES

are good stock to handle.
Popular, profitable & ready selling.
Improve with usage.

ALL BRITISH

SORBELLE

The popular-price Sorbo.

ANOTHER SURE MONEY-MAKER.

And other profitable lines are

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Insoles *for foot comfort*
Bath Mats
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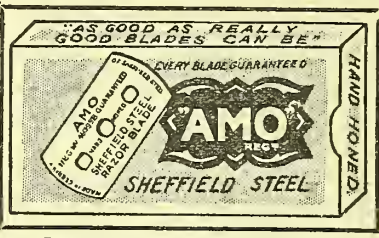
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RUBBER - SPONGE PRODUCTS LTD.
Sorbo Works - - Woking - - Surrey
Telegrams : "Sorbo, Woking" *Telephone : Woking 966 (2 lines).*

CHEMISTS—DRUGGISTS ! INCREASE BLADE SALES AND PROFITS

COST YOU **8/-** Per Gross Post Paid with **FREE BONUS** of 3 doz. blades to each gross.

Attractive Showcards Supplied.



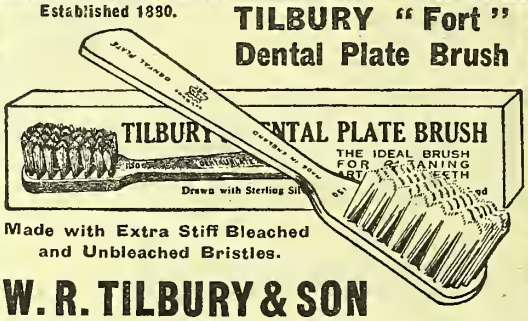
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Every Blade Guaranteed Hand-Honed.

The Blade To Suit "EVERY-MAN'S" Pocket and Face.

Free testing sample gladly sent on request.
WRITE AT ONCE to authorized distributors :—
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Established 1830. **TILBURY "Fort" Dental Plate Brush**



Made with Extra Stiff Bleached and Unbleached Bristles.

W. R. TILBURY & SON
47 FRAMPTON PARK ROAD, HACKNEY, LONDON - - - ENGLAND



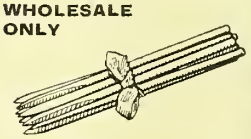
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The Blade that SELLS as it SHAVES—
"LIKE GREASED LIGHTNING!"

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that meet foreign competition

WHOLESALE ONLY



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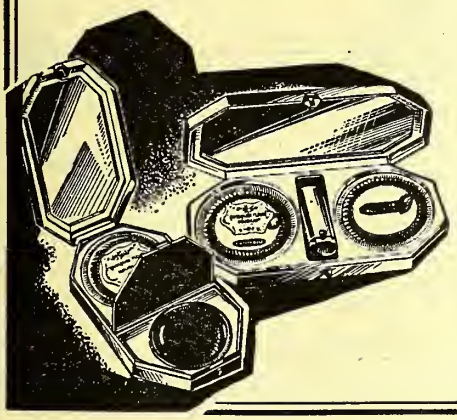
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PARIS
The leading Perfumer
Established 1775



Our Vanity Cases are fitted to take standard refills in Face Powder, Dry Rouge and Lipstick.

Retail Price - - - 3-piece **5/6**
2-piece **4/6**

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PARIS



Our Face Powders are obtainable to retail at **4½d.**, **9d.**, and **1/3**, in all usual shades and in the popular perfumes of

Cappi **Fausta**
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Also Theatre Powder in extra large boxes to retail at **1/6** and **9d.** (half-size).

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MERCOLIZED WAX

— : for the Complexion : —

and

STALLAX

— : a Shampoo : —

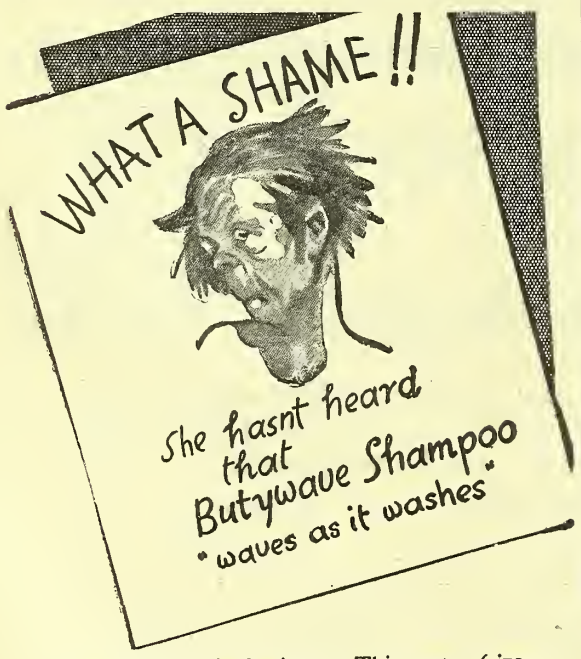
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Both are obtainable in two sizes, and their reputation and sterling **value** assure a steady **turnover.**

Order through your Wholesaler, or direct from:

DEARBORN (1923) LIMITED

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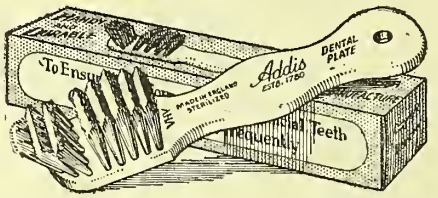


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BRUSH WORKS, HERTFORD
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Assist British industry by recommending the 'WATTS' Sheffield-made Safety Razor Blade, the blade of *super-keenness.*

A counter display will help.

A user writes: "Can't understand people buying foreign blades when such as yours are obtainable."



12 Perfect Blades in Every Dozen

For Gillette-type and Autostrop-type holders

3/6 per doz. allowing 50% PROFIT on cost for the dealer.

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Ye Olde Pot Pourri

A blend of the choicest flowers of lasting fragrance.

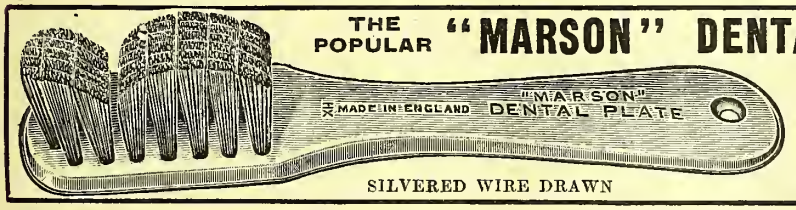


Various size jars of assorted design from **15/-** *Dozen*

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THE POPULAR **"MARSON" DENTAL PLATE BRUSH**

IN STIFF UNBLEACHED BRISTLE

Best English Make. Packed in Cartons.

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appear just here.

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and they will instantly recover their natural shade. Medical Guaranty with each bottle. Chemists' Prices 2/6 and 4/6

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PASTA MACK



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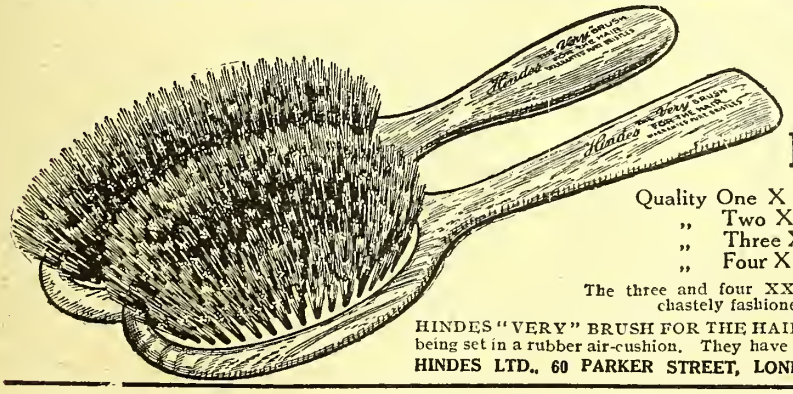
For BATH & TOILET

Refreshes and Perfumes the Skin.

PASTA MACK 3/6 size 28/- per doz. Boxes (Each containing 8 Large Tablets). 2/- size 16/- per doz. Boxes (Each containing 8 Small Tablets).

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Makers; H. Mack Succrs.; Ulm O/D.



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Quality One X	Sold at 7/6d.	each.	TRADE PRICE 33⅓%
„ Two XX	„ 10/6d.	„	
„ Three XXX	„ 15/-	„	
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The three and four XXXX grade is made in Ebony or Rosewood, chastely fashioned in both oval and circular bodies.

HINDES "VERY" BRUSH FOR THE HAIR is guaranteed pure bristles, the multiple tufts being set in a rubber air-cushion. They have been known to the trade for nearly 40 years.

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THE SAFE AND CERTAIN REMEDY.

FOR COUGHS AND COLDS, RHEUMATISM, LUMBAGO, LOCAL PAINS AND STIFFNESS.

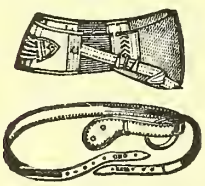
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A VERY EFFECTIVE FORM OF ADVT. SPECIAL DESIGNS SUBMITTED.

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BLUE CARTON CRÊPE BANDAGES

—you will then secure quick sales that will convince you what a useful line this is. NORVIC 70% wool quality bandages are well known and in constant demand because they are thoroughly dependable, fully guaranteed and well advertised—and remember they show a very generous margin.

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Cost:	12/-	15/3	18/3	21/3	24/3
Sell:	1/6	1/11	2/3	2/8	3/-

Discount for quantities 3 doz. 2½%. 6 doz. 5%.

Stocked by all leading wholesalers

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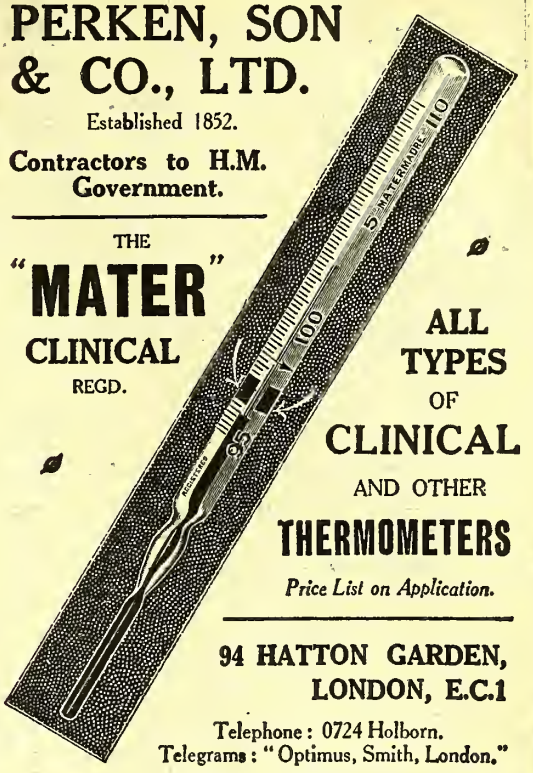
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ALL TYPES OF CLINICAL AND OTHER THERMOMETERS

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Original, Non-Greasy, Odourless

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ORDER THROUGH USUAL WHOLESALER

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ELASTIC HOSIERY
BODY BELTS
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SOL-VO
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THE BEST & PUREST
SANITARY PAPER



	per doz.		per doz.
Three dozen Rolls	... 7/- net.	Three dozen Packets	... 10/- net.
Half gross "	... 6/6 "	Half gross "	... 9/6 "
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The most efficient household filter. Made in different sizes in earthenware, glass and tourist patterns. Stocked by leading wholesalers.

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Retail, 1/9. Wholesale, 15/-.
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THE BEST MADE SOOTHER ON THE MARKET.

Each Soother packed in Dust-proof Carton.

No stale stock from exposure or handling.

2 dozen Soothers in Artistic Container, as illustrated.

Made in two sizes.



Ask also for SIMPLIC TEATS Each in Carton.

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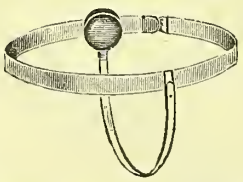
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FOR BATHING AND EVERYDAY WEAR.

Made with Circular, Inguinal or Scrotal Pads.

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FITS EVERY SIZE & SHAPE PERFECTLY.

SUITABLE FOR ALL CLIMATES.



CAN BE WORN AT ALL TIMES UNDER ALL CONDITIONS.

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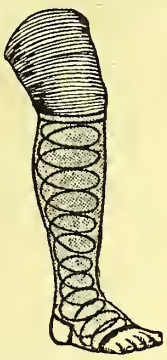
The SIMPLIC TRUSS is specially designed for Bathing. It gives just the correct support for each case.

ASK YOUR WHOLESALER FOR LATEST TERMS.

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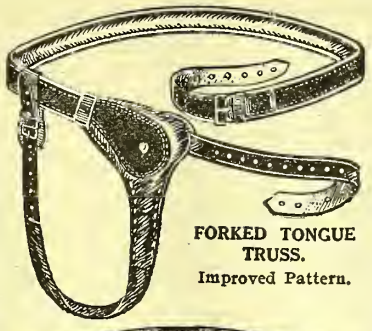


CRÊPE VELPEAU BANDAGES

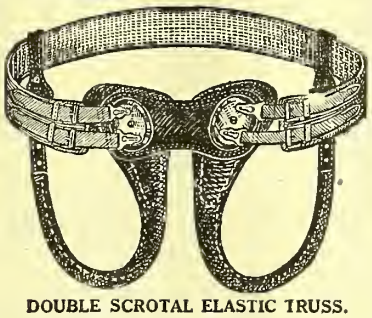
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ANY PATTERN. ALL QUALITIES.

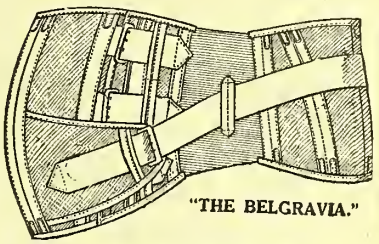


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Improved Pattern.

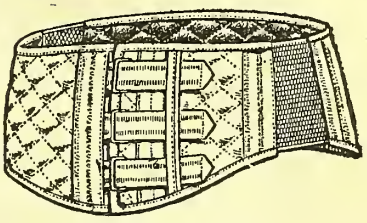


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MANUFACTURED ON THE PREMISES AT CROWN ROAD WORKS.

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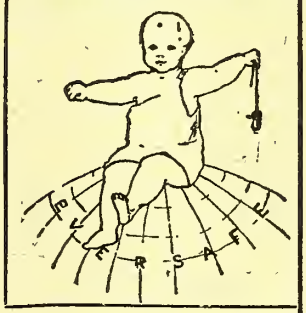
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The public is asking for *ZEAL* **CLINICAL THERMOMETERS** because they are:-

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GLASS BOTTLES

OF EVERY DESCRIPTION

(Hand or machine made)

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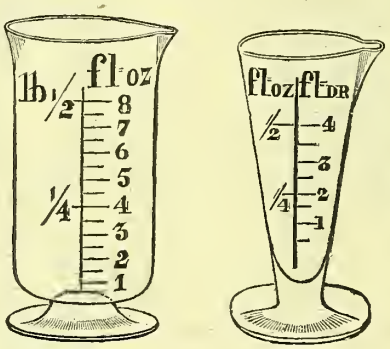
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Dry. Self-fixing. All sizes

FINEST QUALITY AND APPEARANCE.

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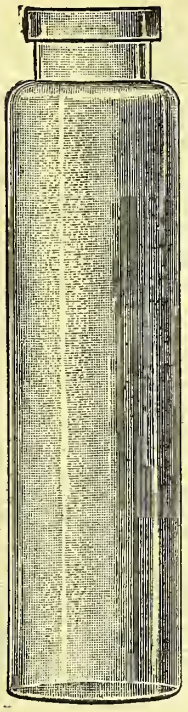


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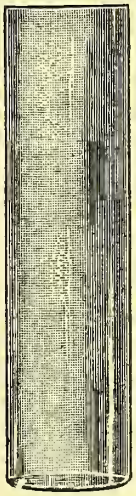
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British made on British Machines.
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Accurately made with Flat Bottoms.



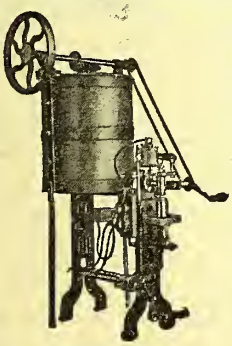
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BOTTLE FILLING MACHINES

The record makers in speed filling with cleanliness. Foot-Operated Machines. From £5 5s. Hand-Operated Machines. From 36/-.
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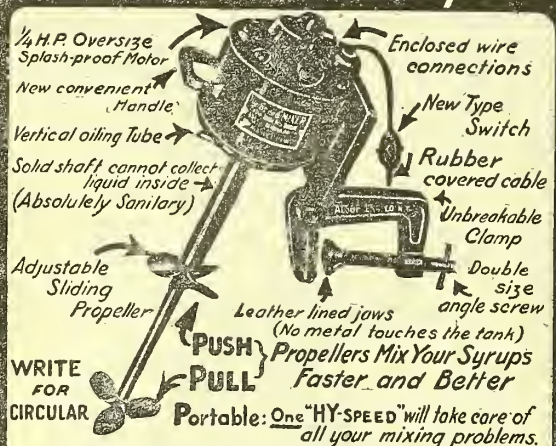
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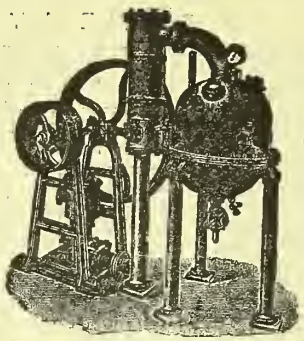
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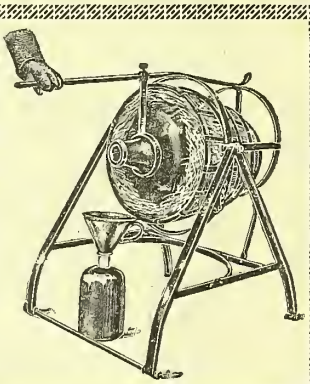
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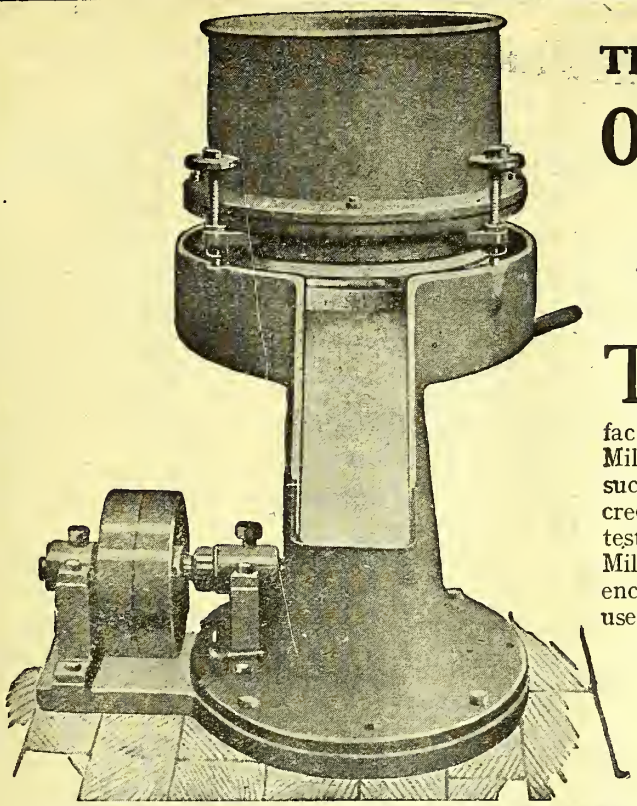
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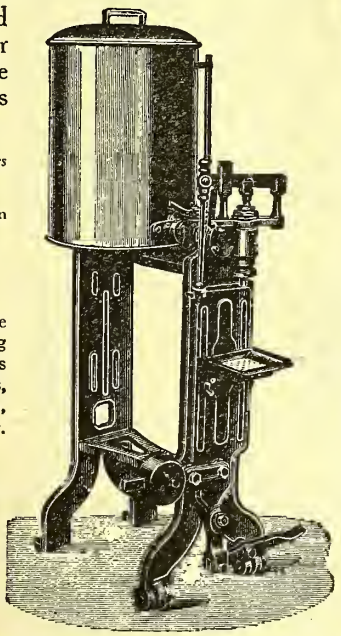
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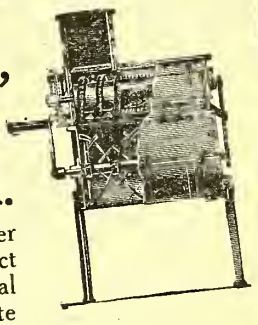


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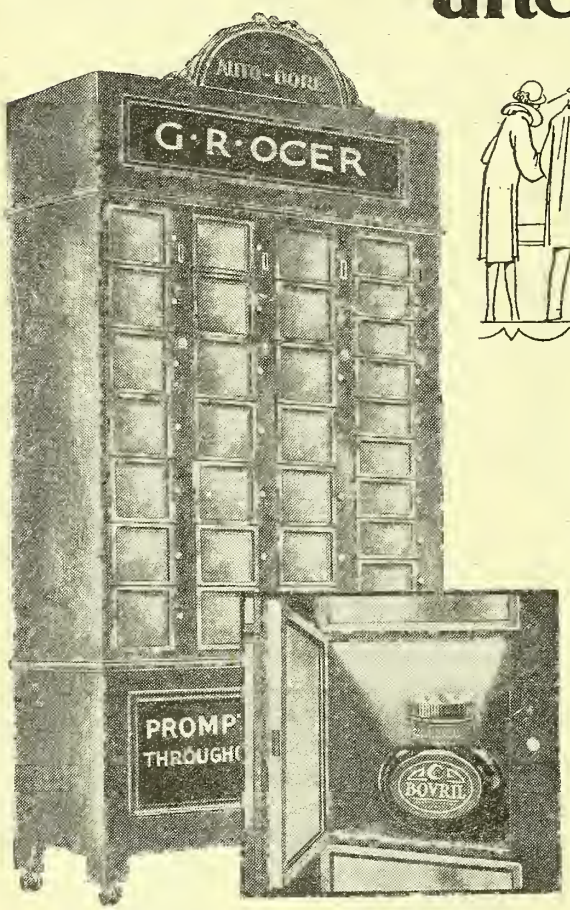


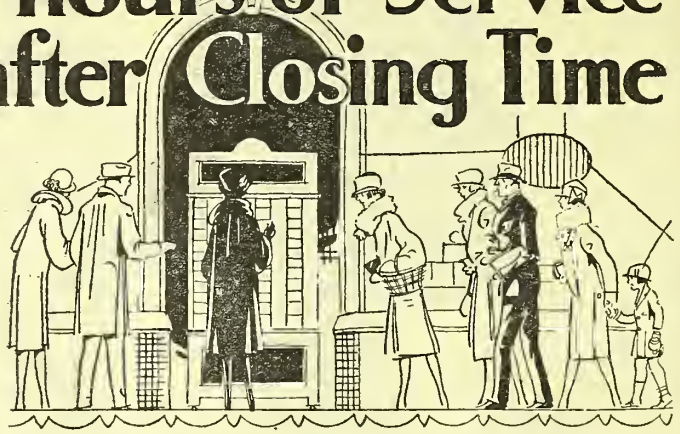
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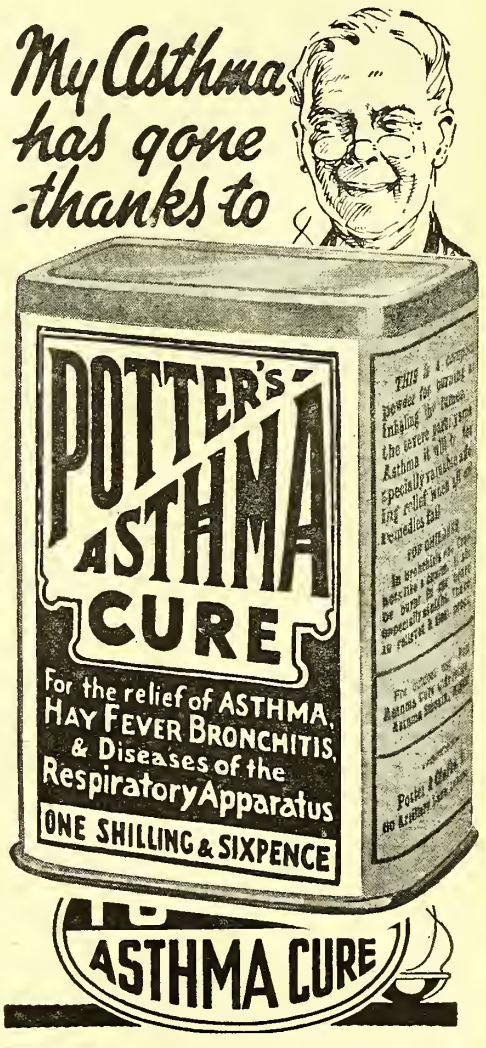
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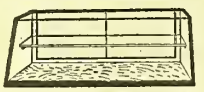
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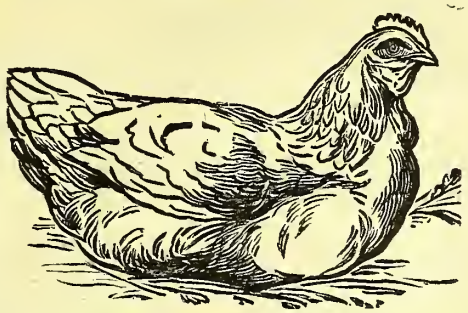
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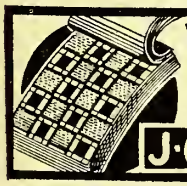
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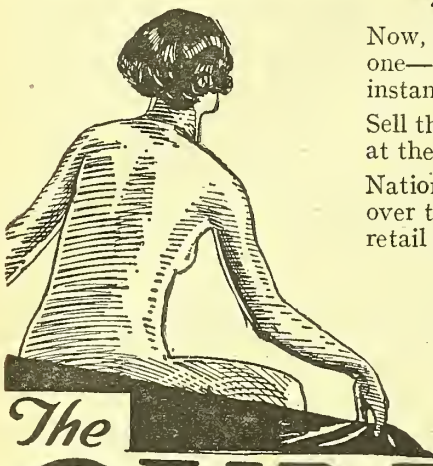
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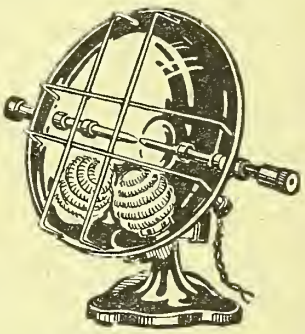


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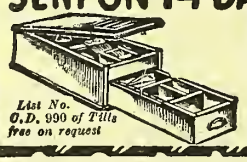
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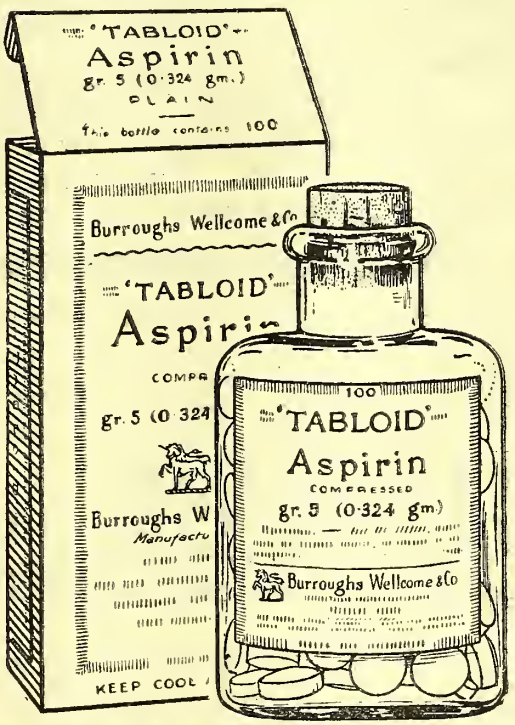
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ESTAB 1859

A WEEKLY JOURNAL OF PHARMACY AND OF THE CHEMICAL AND DRUG TRADES

THE CHEMIST AND DRUGGIST is in circulation and reputation the leading journal addressing the Chemical and Drug trades in the British Empire and other countries in the Old and New Worlds. It is the official organ of the Pharmaceutical Society of Ireland, the Chemists' and Druggists' Society of Ireland, and of other Chemists' Societies in the Overseas Dominions.

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Revised Cards

THE coming into force of the Shops (Hours of Closing) Act, 1928, has necessitated a revision of the *C. & D.* card originally prepared in 1912 for exhibition in pharmacies after closing hours. The revised card, measuring 14 in. by 10½ in., contains on one side the prescribed notice, and on the other side the relevant provisions of both Acts so far as they affect the business of a chemist and druggist. Two cards are required for each shop. Cards may be obtained from the Subscription Department of THE CHEMIST AND DRUGGIST, 42 Cannon Street, London, E.C.4, price 1s. each, three cards for 2s. 9d., post free in either case.

The *C. & D.* Poisons Card No. 2, containing the extended list of poisons, has also been revised in accordance with recent changes in statutory requirements, and is on sale at 1s. each, or three for 2s. 9d., post free in either case.

English and Welsh News

The Editor will be obliged if subscribers will send him marked copies of newspapers containing items of interest for insertion in this or other news sections.

Merchandise Marks Act Order

The following Order in Council was signed on December 21, 1928, and will come into operation on March 21, 1929.

Surgical, Medical, Dental and Veterinary Instruments and Appliances; Aseptic Hospital and Dental Furniture and Dental Supplies

It shall not be lawful to sell or expose for sale in the United Kingdom any of the goods hereinunder specified unless they bear an indication of origin:—

(*a*) Surgical, medical, dental and veterinary instruments made wholly or mainly of metal.

(*b*) Surgical, medical, dental and veterinary appliances of all descriptions except artificial eyes.

(*c*) Aseptic hospital furniture made wholly or mainly of metal, including operation and examination tables and chairs, instrument and dressing tables, ward lockers, instrument and dressing cabinets, sterilisers for instruments, for dressings and for bowls.

(*d*) Dentists' supplies of the following descriptions: Artificial teeth; absorbent wool rolls and pellets: abrasive points, strips and discs; dental rubber; rubber dam; gutta percha temporary stopping; dental wax of all descriptions; impression compound of all descriptions; dental cements and amalgams; foils, crowns, discs, solder, cylinders, plate and wire of gold, platinum or other precious metal.

(*e*) Dental furniture, including dental chairs as well as bases, bodies and head rests therefor, instrument tables, lockers, dental cabinets and dental cuspidors.

The indication of origin shall be marked in one of the following ways:—

(1) The indication shall be die-stamped or otherwise impressed or etched on the article itself; or

(2) the indication shall be printed or stamped on a label securely affixed or attached to the article; or

(3) where it is customary to sell articles or expose them for sale in a case or other container or fixed on a card or other mounting the indication shall, when the article is so sold or exposed for sale, be printed, stamped or impressed on the case, container, card or other mounting.

Goods to which this Order applies shall bear the indication of origin thereon provided on exposure for sale wholesale only if the person so exposing the goods is NOT a wholesale dealer.

Nothing in this Order shall require any goods to which this Order applies to bear an indication of origin at the time of importation.

PROBABLE METHOD OF MARKING

In reference to the foregoing Order in Council, the Committee of the Surgical and Allied Trades' Association will be meeting to consider if it is desirable to recommend to members some uniform method of marking goods liable to this Marking Order. It is probable that the "marking" will be by way of an adhesive label of a distinctive character. Members of the Association are invited to send in any suggestions on this matter. The following points should be noted in respect of the Order in Council: It does NOT apply to goods at the time of importation, but only at the time of sale (wholesale and retail) and at the time of exposure for sale "retail." Goods exposed wholesale by a wholesaler need not be marked. The "Marking" will come into force on March 21, 1929. Catalogues and other advertising matter published on and after the date the Order in Council was signed (December 21, 1928) must be marked with an indication of origin against each item described as of a particular make or brand if they are of foreign origin. The indication of origin may be given by the word "foreign" or "made in . . . .". Surgical scissors come under the Cutlery Marking Order, which orders that all goods must be die-stamped with an indication of origin at the time of importation. This Order comes into force on June 21, 1929. The Association have asked the Board of Trade to agree to the "marking" by way of an adhesive label in respect of any stocks on hand on June 21 next, and now await their reply.

C C

Business Efficiency Exhibition

The Business Efficiency Exhibition, organised by the Office Appliance Trades' Association of Great Britain and Ireland for the convenience of business men, is being held at the White City, London, W.12, from January 23 to February 2. A private view and the opening ceremony were held on January 22, when the Lord Mayor of London (Sir Kynaston Studd) declared the exhibition open. A larger area of floor space than in previous years is occupied by an increased number of exhibits. Past experience has suggested new features to suit the changing needs of modern businesses, and the organisers are firms marketing office appliances and systems. There is a comprehensive display of business efficiency ideas, which includes book-keeping machines, postage-franking machines, electric clocks, telephone communications, typewriters, mail-order equipment, office illumination, ticket machines, cash-handling machines, card-index systems, steel furniture, recording and dictating machines, and addressing machines. At every stand are to be found specialists who are able to impart information and to discuss individual needs. The aim, the Lord Mayor said in his short opening speech, was to increase the efficiency of British offices and reduce overhead costs by relieving executives of detail and making the work of office staffs less wasteful of time and energy. Inquiries may be addressed to the Secretary, Office Appliance Trades' Association of Great Britain and Ireland, 6 St. Bride Street, London, E.C.4.

Birmingham

The presidential address to the University Bio-Chemical Society was given by Professor A. R. Ling, on January 17, in the lecture theatre, Bio-Chemistry Department, Edgbaston. Professor Ling took as his subject "Bios: A Substance Stimulating the Growth of Yeast." Professor Walton (of the Botany Department) took the chair and proposed a vote of thanks, which was seconded by Mr. F. H. Alcock and duly acknowledged by the lecturer.

The local Women's Pharmacy Division of the St. John Ambulance Association announce that a six weeks' course of lectures in home nursing has been arranged for Sunday mornings, 10.30 a.m. to 12.30 p.m., commencing on February 10. The lecturer is Dr. Gladys N. Watson. The fee will not exceed 5s. Any pharmacist or friend wishing to take the course should communicate at once with Miss M. D. Smith, 18 Margaret Road, Harbourne. Telephone: Edg. 1747.

Liverpool

The Birkenhead and Wirral Pharmacists' Association have arranged to hold a fancy dress carnival on February 6.

Mr. J. H. Sutcliffe, O.B.E., registrar of the Joint Council of Qualified Opticians, is a prospective parliamentary candidate in a local constituency.

Sixteen deaths from influenza occurred last week, and a large number of cases is reported. The staffs of some of the city firms have been considerably depleted.

Manchester

Mr. Melvin Crawshaw, chemist and druggist, Ramsbottom, was a successful candidate at the recent Fellowship examination of the British Optical Association.

At the Manchester County Police Court, on January 15, a summons against George Grundy, dealer, Failsworth, for selling a bottle of Jeyes' Fluid not bearing his name and address was dismissed on payment of 4s. costs.—At the same court, Albert E. Eardley, grocer, Flixton, was fined 10s. for a similar offence.

Sheffield

Mr. J. F. Eardley, Ph.C., has published a monthly record of rainfall at Lindrick Common during 1928.

There is an increase from 112 to 118 in the number of establishments undertaking Insurance dispensing compared with January 1928.

Mr. J. H. McConnachie, secretary of the local branch of the Pharmaceutical Society, is joining the staff of Newton, Chambers & Co., Ltd., Thorncliffe.

Some alarm has been caused at the increased values arrived at through the re-rating of the city, and the large number of appeals include several from chemists.

The Sheffield Photographic Society had an enjoyable lecture, on January 25, by Mr. H. D. Hoyland, who suggested that the microscopic photographs of drinking water would give artists a good idea of design.

The acquisition of the business of Mr. J. Hotter, chemist and druggist, 223 Main Road, Darnall, brings the number of drug departments owned by the Brightside & Carbrook Co-operative Society, Ltd., up to five.

The winner of the first Izal scholarship (value 30 guineas, tenable in any approved college of pharmacy in England, and to be presented annually by Newton, Chambers & Co., Ltd., Thorncliffe), is W. Keith Oliver, an apprentice with Boots, Ltd., Abbeydale Road. The examination was held at the Sheffield University, the subject being "Disinfectants as a Chemical Problem." There were eleven entrants.

Dr. F. E. Wynne, the medical officer of health, when lecturing, on January 24, stated that he was in possession of the first sanitary survey of Sheffield, which was done in 1847 by James Hayward, a Sheffield chemist, and William Lee, a civil engineer. They asked £100 for the work. The Public Health Committee at first refused to pay, but eventually agreed. Dr. Wynne stated that it was one of the ablest reports on public health matters he had ever read.

Miscellaneous

FATAL MOTOR-CYCLE ACCIDENT.—Miss Kathleen May, who had been assistant at the pharmacy of Mr. G. H. Moorehouse, chemist and druggist, Hawkhurst, died on January 14 from injuries received through a motor-cycle collision.

IN THE COURTS.—At Truro, on January 14, Timothy White Co., Ltd., were fined 10s. for obstructing the footpath outside their establishment in St. Nicholas Street. The proceedings arose out of the unloading of goods outside the shop. For the defence it was urged that the goods delivered had to enter the premises by the front door, and no one could prevent an obstruction.—At Carlisle Assizes, recently, Agnes Knudston, Workington, was sentenced to eighteen months' imprisonment in the second division for having supplied a noxious drug to a young woman.

Coming Events

This section is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc., occur.

Wednesday, January 30

Thames Valley District Pharmacists' Association, Restaurant Frascati, Oxford Street, London, W., at 6.30 p.m. for 7 p.m. Annual dinner and dance. Tickets 12s. 6d. each.

Liverpool Chemists' Association, Royal Institution, Colquitt Street, at 8 p.m. Annual meeting. Presidential address by Mr. J. G. Wallbridge, "My Survey of Pharmacy." Election of officers.

Birmingham Pharmaceutical Association, Boot's Café, Colmore Row, at 7.30 p.m. Whist drive in aid of Benevolent Fund. Tickets 2s. each.

Pharmaceutical Society of Great Britain, Bolton and District Branch, at Seymour Mead's Café, Deansgate, at 6.45 p.m. Novelty night in aid of Benevolent Fund. Supper at 8.30 p.m. Tickets, 2s. 6d. each, from W. Blain & Sons.

Thursday, January 31

Pharmaceutical Society of Great Britain, East Metropolitan Branch, Stratford Church Institute (Room 3), 27 Romford Road, Stratford, London, E.15, at 3 p.m. "The Technical Training of the Apprentice in Retail Pharmacy," by Mr. E. Saville Peck.

Friday, February 1

Edinburgh Chemists', Assistants' and Apprentices' Association, 36 York Place, Edinburgh, at 8 p.m. Photographic night. Speakers, Mr. J. W. Laing and Mr. J. W. Teesdale.

EALING AND DISTRICT PHARMACISTS' ASSOCIATION will hold their annual dinner and dance at the Restaurant Frascati, Oxford Street, London, W., on February 6. Reception at 6.30 for 7 p.m. Dancing from 9.30 till 11.45 p.m. Tickets, 12s. 6d. each, from the secretary, Mr. S. R. Hughes, 22 Ealing Green, London, W.5.

Irish News

Pharmaceutical Society of Ireland

The following are the results of the January examinations :—

PHARMACEUTICAL LICENCE EXAMINATION.—Passed : Herbert Coburn. Nineteen candidates were rejected.

PHARMACEUTICAL ASSISTANT EXAMINATION.—Passed (arranged according to merit) : Eileen McInerney, Ellen Brenan, Richard Curtis, Fergus John Flanagan, Caitlin O'Kelly. Three candidates were rejected.

REGISTERED DRUGGIST EXAMINATION.—Passed (arranged alphabetically) : Gerald Victor Aubrey Boyd, Maurice Patrick Cronin, Fergus John Flanagan, Michael Fortune, Patrick Henry Gahan, Agnes Hogan. Six candidates were rejected.

PRELIMINARY EXAMINATION.—Passed (arranged according to merit) : James Gerard Coleman, Edward John Joseph Flynn, Thomas Harnett, Ann Kinsella, Joseph Phelan. Six candidates were rejected.

Belfast

A traveller poisoned himself by drinking lysol in a Belfast hotel on January 10.

A number of chemists were summoned at the Belfast Summons Court, on January 18, for minor offences, fines being imposed on seventeen defendants. Remarking that a hot-jar cover was not a surgical appliance, Mr. P. J. O'Donoghue, R.M., fined Mr. John J. Breakey, Lisburn Road, 5s. for a breach of the Pharmaceutical Chemists and Druggists Order, 1928. Similar penalties were ordered in the following cases for like offences :—Messrs. Robert W. McKnight, Carlisle Circus; William J. McKee, Oldpark Road, Robert Andrew, Crumlin Road; Alfred Dougan, Oldpark Road; Elmfield Medical Hall Co., Ltd., Crumlin Road; Charles Matthews, Falls Road; Edward Kelly, Falls Road; Henry J. Deeny, Divis Street; Thomas McGurk, East Bridge Street; and Charles B. Jones. For breaches of the half-holiday Order fines of 5s. were imposed on each of the following :—Messrs. J. Brown, Woodstock Street, G. Kirk, Newtownards Road; James Gutherie, York Street; Joseph McGregor, Botany Avenue; and Joseph Wellwood, York Street. Mr. Herbert Roberts, Peter's Hill, did not appear, and was fined 10s. and costs.

Glyn-Jones Memorial Fund

WE have received from the Pharmaceutical Society a fifth list of subscribers to the Glyn-Jones Memorial Fund, comprising the following contributions :—One of £100, one of £52 10s., one of £25, two of £10 10s., one of £5 5s., one of £5, five of £3 3s., one of £3, twelve of £2 2s., three of £2, sixty-nine of £1 1s., ten of £1, seventy of 10s. 6d., thirteen of 10s., twelve of 5s., one of 4s., and two of 2s. 6d. These sums amount to £387 17s., making, with previous lists, a total of £2,692 2s. 10d.

Prescription Problem

The Editor will be glad of the loan of original prescriptions suitable for this column, together with the solution of each difficulty.

THE transcription of the prescription reproduced in the *C. & D.* of January 12 (p. 47) is as follows :—

℞

Chlorodyni C.B. ... ... ʒj.
Sp. chlorof. ... ... ʒj.
Aq. ... ... [ad] ʒvj.
ʒss. 4tis.

The prescription presents an exceptionally bad example of calligraphy : it is thus not surprising that no competitor has succeeded in deciphering all of it. Some versions that we have received have even failed to recognise it as a mixture, and those that were accurate to that extent have erred in some other detail. In actual practice it would obviously have been necessary to refer to the prescriber.

Festivities

Carnival Dance

THE New Year's social of the North London Pharmaceutical Association took the form of a carnival dance at the Gate House Hotel, Highgate, on January 17. "From 7.30 till midnight without a dull moment," was the comment of everyone. The vice-president, Mr. D. Anderson, took the chair at supper. The sale of tickets had to be suspended several days beforehand owing to the great demand for them, and the rooms were filled. Maw, Son & Sons, Ltd., presented the balloons, which greatly added to the enjoyment of all. Heartiest congratulations to the M.C., Mr. W. E. Swanston, brought the evening to a close.

Newbery's Staff Dance

ON January 19 a successful dance was held by the staffs of F. Newbery & Sons, Ltd., at the drill hall of the 6th London Rifles, Farringdon Road, London, E.C., and, like its predecessor in November last, was thoroughly enjoyed by all. Mr. McCree acted as M.C., and his genial manner contributed in no small measure to the amenities of the evening. Mr. W. J. Williams (director and secretary), accompanied by Mrs. Williams, was present, as was also Mr. C. Phillips (director). During the evening an exhibition dance was given by Miss Read and Mr. Fox. Prizes were awarded in the spot dances, and were presented by Mrs. Williams. Mr. Williams made a few well-chosen remarks, and the singing of "Auld Lang Syne" by the whole company brought to a close a delightful evening.

Photopress Annual Dinner

A HAPPY evening was spent at Anderton's Hotel on January 17, when the staff of Photopress met for their annual dinner. Mr. Harold Outram presided over eighty members of the staff and their friends. Mr. Outram, proposing "The Firm," as represented by Mr. and Mrs. Lymbery, said that there were only two or three absentees. He commented on the satisfactory progress made by the firm during the past year. Replying, Mr. Lymbery said that he was very gratified at the strides made since the last annual dinner, when he had announced the inauguration of his co-partnership scheme. He was confident that the business could be enlarged. Messrs. E. C. Norton, S. Green and W. Bell replied on behalf of the guests in appreciative manner. Later in the evening dancing was enjoyed by all. Various musical items were rendered by the staff, and a novel and interesting feature was the showing of a film taken by Mr. Lymbery during the spring manœuvres of the Atlantic Fleet in the Mediterranean. Kodak, Ltd., supplied the necessary apparatus for this.

Exeter Whist and Dance

AN attendance of 300 testified to the popularity of the annual whist drive and dance, held on January 9, under the auspices of the Exeter Branch of the Pharmaceutical Society at Deller's Café. The drive and dance served the purpose of augmenting the fund to establish a chair of pharmacy at the University College of the South-West, Exeter. The Mayoress of Exeter (Mrs. Steele-Perkins), who was accompanied by the Mayor, distributed the whist prizes. The committee responsible for the arrangements consisted of Mrs. Arnold, Mrs. J. Harris, Mrs. A. Milton, Messrs. Southerden, W. Hosegood Clarke and E. E. Phillips, with Mr. John Harris (treasurer) and Mr. Arthur Milton (secretary). Mr. Milton was also M.C. for the whist. The following were prize winners :—*Ladies* : (1) Mrs. E. Garnsworthy; (2) Miss D. N. Brewer : highest first-half score, Mrs. Ida M. Crosse and Mrs. Hosegood-Clarke; highest second half, Mrs. G. M. Modley and Mrs. T. R. Fulford. *Gentlemen* : (1) Mr. C. Samuels; (2) Mr. W. R. Bright; highest first half, Mr. St. Head and Mr. A. M. Kelse; highest second half, Mr. W. C. Curry, Mr. T. F Cornish and Mr. F. A. Shepherd. *Ladies playing as Gentlemen* : (1) Mrs. Preedy; (2) Mrs. Barnecutt; highest first half, Mrs. Hyett and Mrs. Mairs. Mystery tables, Mrs. Baskerville and Mr. A. Hoskin. Consolation prizes, Miss Yelverton, Mr. D. Reid, and Mr. Hollows.

Some Early Autograph Prescriptions

By Antiquus

WANDERING carelessly, many months back, amid the shelves of books in a sub-basement, from the tenant of which I have from time to time replenished or extended my book possessions, I noticed an old quarto calf-bound book which on examination turned out to be a manuscript recipe book of the late seventeenth and the eighteenth centuries, in perfect condition except for the effect of age. A further perusal indicated that the contents were something more than recipes for culinary, veterinary and medicinal use, and extended to statements of financial and monetary matters which had been added by one of the later owners; while plodding casually through these particulars, judge the surprise on finding preserved intact by careful insertion between the leaves four original manuscript prescriptions dated during the early portion of the eighteenth century, and written in a style which would give pleasure to any pharmacist to read. Early manuscript recipe books are becoming scarce, and autograph prescriptions dating two centuries back rarer still; and the purport of this note is to afford to a wider sphere than the limits of my bookshelves some idea of the interest which attaches to these rare examples. All are for a Mrs. Evers and prescribed by a Dr. Friend. The first prescription, omitting the "℞," is :—

Aq. pulegii, rutæ, bryon. comp., ana ℥iiij.
Tinct. castor., ʒij.
Syrup. pæon., ʒj.
Fiat julep.

The apothecary will make this.
Take 3 or 4 spoonsfulls of this julep at any time when you are oppressed with wind in your stomach.

(Notes.—Aqua bryoniæ comp. contained thirteen ingredients, and was made by distillation. For syrup. pæon., see *C. & D.*, 1926, I, 267.)

The second prescription, dated May 31, 1723, reads:—

Conserv. anthûs, ʒj.
Pulv. cardiæ. magistr., ʒij.
Rad. tormentil., ʒj.
Syr. caryophyll., q.s.

Misce fiat electuarium molle cujus q[uantitatem] n[ucis] m[oschatæ] cap. mane et vesperi super bibendum cochlearia quatuor misturæ sequentis.

Decoct. . . . . depur. 1 lb.
Conservi rosarum bene triturat., ʒij.
Aquæ cinnamomi fortis, ʒij.
Misce.
Cort. granator.,
Terræ. Japon., aa. ℈ss.

Rhubarb. levit. torrefaciendi grana quatuor.
Succ. cherm., quantum suff.
Misce fiat bolus capiat alt vel tertiis noctibus.

(Notes.—Conserva antheos was a conserve of the flowers of rosemary. Pulv. cardiæ. magistr. was contained in the 1721 London Pharmacopœia. Terra Japonica is black catechu. Succi. cherm. would doubtless be kermes (similar to cochineal). The name of the decoction is undecipherable, owing to a large file prick.)

The third prescription is:—

Sennæ Alexandr., ʒij.
Rhubarb. optim., ʒj.
Tamarind., ʒss.
Cremor. tart., ʒss.

Infunde et coque in s[atem] q[uantitatem] aquæ ad ℥iij., colat, adde syr. rosæ solut., ʒj.
M. ft. potio. Cras mane sumenda.

(Notes—Syrup. rosæ solut. was made from an infusion of roses and not from the expressed juice. Mrs. Evers, who was evidently French, asks for a copy of the prescription as follows: "Vous me forey une sensible plesir monsieur, si vous voulle bien me transcrir cet ordonance." The request is addressed to a Monsieur Charas—probably during a visit abroad.)

Prescription No. 4 seems to be a copy of a regular formula of Dr. Friend's, as it is in the same handwriting as the previous ones:—

The Cordial Stomach Tincture prescribed by Doctor Friend.

Species diambr. sine adorat., radic. galang. aa. ʒj. croci Anglicani opt. coccinell aa. ℈j. infundentur in aq. theriacal. ℥vj. et extrahatur tinctura leni calore cujus colaturæ capiat cochlear j. ex haust. vini et aquæ commixt.

(Notes.—Species diambr. sine odorat: this was a cordial powder containing cinnamon, cardamoms, etc., with ambergris and musk; for some patients the ambergris and musk were omitted, hence "sine odorat." Aqua theriacalis was contained in the 1721 London Pharmacopœia.)

These prescriptions afford typical examples of the medical practice in vogue some 200 years ago and the processes of pharmacy which followed their requirements.

French News

From the "C. & D." Paris Correspondent.

PROFESSOR H. IMBERT, whose death is announced, had been for over forty years attached to the Montpellier Faculty of Pharmacy, as preparateur, head of laboratory, and finally professor of toxicology and chemical analysis.

THE lectures on crude drugs organised by the Wholesale Druggists' Association for the benefit of their employees are to be transformed to a "Technical School of Apprenticeship for the Drug, Perfumery and Raw Products Trade." This action has been taken in view of the new apprenticeship tax, of which the proceeds are to be devoted to technical education. The Association has demanded that their trade be placed on the same footing (as regards the tax) as the perfumers, and it has been arranged that 70 per cent. reduction shall be accorded for professional education and formation of skilled and half-skilled labour, 20 per cent. for formation of staffs and laboratories and 10 per cent. for household instruction. The Minister of Public Instruction allocates an annual sum of 3,500 fr. to the school.

THE QUESTION of the legality of price-protection associations of manufacturers of pharmaceutical specialities has been once more raised, and decided in the affirmative. In this recent case the Union Mutualiste, a group of benefit societies which has founded its own pharmacy in the Northern manufacturing centre of Roubaix, summoned seven manufacturers of pharmaceuticals and the two price-protection associations for refusing to execute their orders for certain proprietary medicines. The defendants pleaded that the Union had sold their articles below marked prices, "not only to its members, but to non-members," and this accusation does not appear to have been refuted. The Parisian Court before which the case was tried held that "the manufacturer or proprietor of a speciality had the incontestable right to put it under any commercial obligations deemed suitable to the expansion and development of his trade mark," in protecting it against either the depreciation or the exaggeration of the marked price, and that the two price-protection associations had strictly conformed to their regulations.

M. BLANC, a Paris pharmacist who addressed a letter to the Minister of Hygiene in favour of the foundation of a pharmaceutical body to watch over professional traditions and to exclude those persons not respecting these, or otherwise undesirable, cited in detail two cases to prove his contention that the present competition and other existing circumstances led to public inconvenience. A patient had his prescription for peptone cachets made up at a large pharmacy and paid 4 fr. On the next occasion he had it renewed at another shop; he was charged 8 fr., and did not fail to express his opinon of the pharmacist. He found, however, that the action of the medicament was much more satisfactory and decided to have more cachets made up at the first place and to submit them to an analyst. He was informed that meat powder had been used instead of peptone. The second case was a prescription for 2 gm. of parathyroidine. This costs 20 fr. a gm., and the pharmacist thought it well to warn the patient of its value before dispensing. The man took the prescription elsewhere and was charged 8.50 fr. Here M. Blanc leaves the reader to draw his own conclusions, but adds that "in at least half the pharmacies of Paris the frequently prescribed digestive cachets (pepsin, pancreatin) are made with products which are half starch.

Co-operative Trading Methods

EVENTS would seem to be moving steadily in the direction of effective public discussion of the developments of co-operative trading, if we are to judge by the articles appearing in the reviews and other journals read by the more thoughtful sections of the community. The appearance in the "Trade and Engineering Supplement" of "The Times" of a series of articles by Mr. Marshall Freeman dealing generally with the co-operative movement is of particular interest to pharmacists in view of the writer's past association with pharmacy and the intimate knowledge he possesses of wholesale and retail trading conditions. Although Mr. Marshall Freeman's articles do not contain any direct reference to the business of a chemist and druggist, and although they are avowedly written as an impartial and judicial survey of the whole subject, they are none the less worthy of the attention of those who are concerned to watch over the interests of pharmacy in this particular matter. For some time past the relations between the rulers of the co-operative movement and representative pharmaceutical bodies have been anything but agreeable. There has been a dispute about National Health Insurance prescriptions, and there has been a feud against the Proprietary Articles Trade Association. In connection with these disputes the following extract from the 1929 Year-Book published by the co-operative movement is of interest :—

In connection with associations acting in restraint of trade, it became necessary later to take more definite action on the decision of the Minister of Health to make, after consultation with the Retail Pharmacists' Union, regulations under the National Health Insurance Act, preventing co-operative societies from giving their usual dividend on National Health Insurance prescriptions. The Minister of Health was attacked for his failure to consult the co-operative movement in any way before making the regulations, despite the fact that the matter had previously been discussed with his department on many occasions by the Parliamentary Committee, when the Ministry of Health had expressed the opinion that such a practice was not against the law, and could not be regarded as an improper practice. It was pointed out that the confirmation of these regulations constituted a definite recognition and acceptance by the Government of the principles of the Proprietary Articles Trade Association, although this Association acted in restraint of trade, was entirely opposed to the principle of the co-operative movement, and in Canada had been declared to be an illegal organisation operating to the detriment and against the interests of the public. On this matter, although the Co-operative Congress unanimously passed a resolution protesting against the operation of the regulations, the Minister of Health has since persistently refused to receive a deputation. This case provides conclusive evidence of the need for co-operative representation and influence in Parliament.

That sounds very plausible, and doubtless it will appeal to the members of the co-operative concerns to whom it is addressed. But it is just as well that the true facts of the matter should be known to the public; and it may be hoped, therefore, that chemists all over the country will bestir themselves and take every available opportunity, both privately among their customers and publicly at meetings of their associations, to make the facts known. The publishers of this Year-Book are desperately anxious to make it clear that they and their movement stand for democratic and "Labour" principles, and they go to a vast deal of trouble to emphasise the compact the Co-operative Party has made with the Labour Party in view of the coming general election. Now, THE CHEMIST AND DRUGGIST, as is well known, has no concern with politics; but if there is one item more fundamental than another in the programme of the Labour Party, it is that every worker should have a living wage. A few years ago, before the late Sir William Glyn-Jones started the Proprietary Articles Trade Association to secure a reasonable profit for the chemist who sold proprietary medicines, that unfortunate trader was obliged to sell them on the average at a loss in order to keep his customers from going to the undersclling co-operative and other stores which were opening in every direction, trying to eliminate the private trader by the genial process of ruining him. The P.A.T.A. was formed to stop this insane underselling and to secure at least a small profit on pateut medicines and other proprietary articles. Let it be noted that in doing this the P.A.T.A. were not differentiating at all between the private trader and the storekeeper.

REBATE AS DIVIDEND

What, then, is the position of the co-operative societies? They pay what they call a "dividend"—which is really a rebate to their purchasers. If this "dividend" or rebate is applied to proprietaries, the purchaser at a co-operative store is going to get the article he is buying at a lower price than he would get it from the neighbouring chemist. Are co-operative societies—which have long since ceased to be what they were originally intended to be, and have become great competitive trading organisations enjoying the advantage of escaping the income-tax burdens that other trading concerns have to bear—are they to be in a position to say to the public, "Come and buy from us, and you will get your proprietary articles at a lower price than you can obtain them for anywhere else"?

Precisely the same considerations apply to National Health Insurance dispensing. The Minister of Health has taken up a perfectly fair and reasonable attitude. He will not allow co-operative societies to give their so-called "dividend" (which, on the authority of Mr. McKenna when he was Chancellor of the Exchequer, is merely a discount on Health Insurance prescriptions). The effect of that is to prevent the co-operative societies from stealing the business from pharmacists. We can well understand the co-operators working up a storm and threatening to use "influence" in Parliament; but we have confidence that Parliament will be shrewd enough to see the artificiality of the demand and uphold the decision of the Minister of Health. To describe the attitude of the P.A.T.A. as being "in restraint of trade" is surely a misuse of language. Proprietary articles depend for their sale mainly upon a demand created by skilful advertising.

IMMUNITY FROM TAXATION

One of the really serious features of the immunity these societies enjoy from taxation is shown in the systematic manner in which they are buying up established businesses as well as competing on "loaded dice" terms with retailers generally. Every time a private business is swallowed up by a co-operative society the State loses a contributor to income tax. If this is allowed to go on indefinitely, the effect upon income-tax returns must be considerable; and it may be doubted if the country will stand it much longer. It must mean an increased rate of income tax on the rest of the community if the area of taxation is to be steadily lessened, as it is being lessened, by the conversion of privately owned taxpaying industries into non-taxed co-operative trading concerns. Pharmacists would do wisely to pay more attention to what is going on, and in common with other retail distributing interests to take such steps as are possible to counteract the mischief. In the "English Review" for January 1929 there is an informative article by Mr. F. J. Blakemore, of the National Chamber of Trade, entitled "Co-operative Societies and their Effect upon the National Economy," in the course of which the writer makes this observation :—

The trained man, controlling his own business, with his knowledge . . . of the desires and idiosyncrasies of his clients, must always give more efficient service and better value to the community than societies controlled by good, honest, and conscientious craftsmen, as many undoubtedly are, but lacking in practical experience of the work they control.

Moreover, the writer asserts that the small amount handed over to a customer by way of rebate, though it comes as a "windfall" and goes to buy a new rug, a new clock or some other article of domestic utility, "has been procured by the charging of commodity prices at a higher rate than those of other shops." That this is true we have little doubt; but how to make the public see their own folly in such matters is by no means an easy problem. Still, it will only be achieved by concerted action on the part of the retailing community.

Legal Reports

Sale of Ginger Wine Essence.—At the Belfast Summons Court, on January 18, Mr. J. C. Culbert, Ph.C., Holywood Road, was charged by the Corporation with having kept open his shop on January 9 for the sale of goods other than medicines and medical and surgical appliances. The case for the prosecution was that a woman purchased a bottle of ginger wine essence in the shop at 7.30 p.m. on that date, but Mr. Tughan, for the defendant, argued that no offence had been committed. "We contend," he said, "that ginger wine essence is a medicine." The defendant pointed out that the essence of ginger wine, as well as being used as a beverage, was largely used in cases of cramp as well as a preventative against colds. Mr. Craig (for the Corporation): Would you prescribe it as a medicine? Witness replied that he had frequently advised people to take it. Mr. Craig said, owing to the point that had been unexpectedly raised, he was not in a position that day to give rebutting evidence to prove that ginger wine was not a medicine. The justices decided to adjourn the case to enable such evidence to be brought forward.

Employee's Claim.—In Shoreditch County Court, London, on January 17, Ellen Arnold, Baxter Road, N., sued J. Maud & Co., Ltd., medicinal tablet manufacturers, New North Road, N., to recover the sum of £93 5s. 3d. under the Employers' Liability Act, 1880. The plaintiff claimed damages from the defendants for injuries sustained while in their employ, owing to the alleged negligence of their chemist, Mr. Dunn. The claim stated that Mr. Dunn handed to the plaintiff a bottle for the purpose of washing and scraping, which should have been empty, whereas it contained a corrosive acid, with the result that the acid severely burned and scarred the plaintiff's arm. The defendants admitted that the plaintiff sustained the injury while working at their factory, but did not admit the alleged damage. They further denied that they were liable in respect of the injury either under the provisions of the Employers' Liability Act, 1880, or at common law. They denied that their servant employed by them was guilty of the alleged or any negligent act or omission. They admitted their liability to compensate the plaintiff in respect of the injury in accordance with the provisions of the Workmen's Compensation Acts. Mr. Godfrey appeared as counsel for the plaintiff, and Mr. Armstrong Jones, barrister, for the defendants. When the case was called on, counsel announced that they had come to terms. The defendants had agreed to pay the plaintiff £50 and £10 costs in full and final settlement of her claim.

Charge of Conspiracy to Defraud.—Before the Recorder, at the Central Criminal Court, London, on January 15, the hearing was commenced of the case against Harry Lewis, dealer, Albert Frederick Jones, engraver, and Charles Thorn, printer, who were charged with conspiring with E. Ginsberg and others to cheat and defraud persons who should be induced to buy pessaries in the belief that they were genuine quinine pessaries of the manufacture of W. J. Rendell. The defendants were also charged with infringing the provisions of the Merchandise Marks Act, 1887, forging and uttering trade marks and applying forged trade descriptions to boxes of pessaries. They pleaded "Not guilty." Mr. Roland Oliver, K.C., appeared for the prosecution with Mr. Cecil Leon. Lewis was represented by Mr. Samuel James, Jones by Mr. Chapman, and Thorn was undefended. Mr. Oliver, in opening the case, said that Rendell's pessaries had been on the market for many years. Ginsberg, who had absconded, was known to have had some connection in the chemistry world, and had sold the forged boxes of pessaries to chemists all over London and the district. The forgeries of the printing were produced by means of photography, and blocks were made and the printing was done by a man who had not received payment for his work. The printer, Mr. Smith, then took a bill to Messrs. Rendell, and they, realising that a conspiracy was being carried out, instructed a private inquiry agent to make inquiries. He had seen Lewis and Thorn outside the shop of a chemist comparing a forged box of pessaries with a genuine one. The pessaries that had been sold to chemists by Ginsberg did not contain quinine. The goods had been sold at about 18s. a dozen boxes. Mr. H. J. D. Ward, managing partner of Messrs. Rendell, gave evidence in support of counsel's opening statement. He had never authorised anyone to do any printing for his firm. Lewis gave evidence, and denied the allegations which had been made against him. Jones, in the witness-box, said that about the middle of March last a man named Clarke came to his shop for some printing. Witness's wife labelled boxes for about five weeks, when she was given some pessaries to pack. He did not know that anything wrong was being done. Thorn also denied the charges. Lewis and Thorn were found guilty of the conspiracy charges and Jones not guilty. Jones was found guilty on a count of being in possession of pessaries, and he was bound over to come up for judgment if called upon. Lewis was sentenced to fifteen months' hard labour and Thorn to twelve months' hard labour. The Recorder said the conspiracy was a very dangerous one, and waste paper had been made of the Merchandise Marks Act. He had no doubt that Ginsberg was at the head of the conspiracy.

New Companies
and Company News

P.C. means Private Company and R.O. Registered Office.

FELTON & CREPIN, LTD. (P.C.).—Capital £10,000. Objects: To carry on the business of import and export produce, colour and chemical merchants, etc. The permanent directors are: F. W. L. Crepin and F. R. Crepin. R.O.: 15 Cooper's Row, E.C.3.

RIALTO PHARMACY, LTD. (P.C.).—Capital £300. Objects: To carry on the business of manufacturing and dispensing chemists, druggists, etc. The directors are: Mrs. M. C. Agnew and L. C. Underwood. R.O.: 23 Church Road, Upper Norwood, S.E.19.

KAMBEROL, LTD. (P.C.).—Capital £5,250. Objects: To acquire the business of manufacturing a chemical preparation knowns as "Kamberol," carried on by R. C. Treatt & Co., Ltd., together with the registered trade mark relating thereto. The directors are: E. W. Bovill, A. C. Sterling and G. L. Lyon-Smith. R.O.: 11 Hart Street, Mark Lane, E.C.3.

BRITISH INDUSTRIAL SOLVENTS, LTD. (P.C.).—Capital £500,000 in 300,000 8 per cent. cumulative preference (with priority as to capital) and 200,000 ordinary shares of £1 each. Objects: To adopt agreements (1) with the Methylating Co., Ltd. (2) with the Distillers Co., Ltd., and (3) with Holzverkohlungs-Industrie A.G., and to carry on the business of manufacturers of acetic acid, acetone, butyl alcohol, esters and all other forms of chemicals and chemical products, etc. The directors are: Dr. Adalbert Fischer; Dr. Koloman Roka; W. R. Ormandy; W. H. Ross (chairman), Stanmore, Davidsons Mains, Midlothian, distiller; H. Green; A. Campbell; and T. H. Board, Norbiton Hall, Kingston-on-Thames, distiller. The three first-named directors are appointed by the Holzverkohlungs-Industrie A.G., the three next named by Distillers Co., Ltd., and T. H. Board by the Methylating Co., Ltd. Solicitors: Bevan, Hancock & Co., Bristol.

G. B. KENT & SONS, LTD.—The net profit for the year ended September 30, 1928, was £7,248, to which has to be added the balance brought forward from the previous year, and the transfer fees. Deducting interest on mortgages, loans, etc., directors' fees and interim dividend paid on the Preference shares, a balance of £3,700 is available, including £677 brought in. The directors have paid the Preference dividend due on January 1; they propose to place £50 to reserve (thus bringing this account up to £12,000), and to carry forward £1,000.

NATIONAL DRUG AND CHEMICAL CO. OF CANADA.—For the year just closed the directors report that general business conditions in Canada are good, and the company's sales show a good increase in comparison with recent years. At the same time, it is stated that the net result of such increased business cannot at present

be definitely gauged, in view of the conditions in the drug trade (both retail and wholesale), to which reference has been made in the directors' reports in recent years.

MONSANTO CHEMICAL WORKS.—At a special meeting held on December 31, action was taken to increase the capital stock from 110,000 shares to 160,000 shares without nominal or par value. Of the additional 50,000 shares, 15,715 shares are to be offered for subscription to stockholders of record at the close of business January 12, 1929, at $50.00 per share, and the board of directors was authorised to sell the remainder of such 50,000 shares at such time and at such price as they may determine, but at not less than $50.00 per share. The proceeds from the present sale to the stockholders will be used to reimburse the company's treasury for the cash payment required in the recent acquisition of the 50 per cent. interest in the Graesser-Monsanto Chemical Works, Ltd., of Ruabon, North Wales, of which the Monsanto Chemical Works was always the owner of the other 50 per cent. interest. It is contemplated that a 10 per cent. stock dividend will be declared following the annual meeting during the latter part of February on all stock then outstanding.

Bankruptcy Reports

Re Wilfred Cecil Smith, chemical merchant and agent, 37 Great Tower Street, London, E.C.4.—The receiver's order in this case was made on May 24, 1928, and accounts filed showed total liabilities of £14,699 (unsecured £4,533) and assets £5. An order of adjudication was made on June 22, 1928. The debtor states that for some years prior to March 1919 he was employed by his father, who carried on business as a chemical manufacturer at Clayton, Manchester. In March 1919 he was admitted a partner into his father's business with a one-third share, and in July 1919, when the partnership business was sold to a company (Alfred Smith, Ltd.) formed to acquire and carry it on, 10,109 £1 shares were allotted to him, as his one-third share of the sale consideration. The company was successful under the joint management of his brother and himself until early in 1920, when further directors were appointed by the petitioning creditors, who had undertaken to purchase the whole of the issued share capital at par. Under this agreement the sum of £33,679 was payable and was divisible equally between his brother and himself. In August 1921, in consequence of differences of opinion between himself and his brother on the one hand and the recently appointed directors on the other, he resigned his directorship, and at once commenced an action against the petitioning creditors, claiming the balance of the purchase price of the shares. Other actions were commenced about the same time by Alfred Smith, Ltd., and by the petitioning creditors, claiming damages against him for alleged negligence and breach of contract. All these actions were settled on February 24, 1922, on terms, one of which was that he agreed to pay costs (amounting in all to £595 17s. 11d.), in respect of which a bankruptcy notice was issued at the instance of the petitioning creditors. The terms of settlement provided that if any sum were found to be due to the bankrupt and his brother, it should be payable by Alfred Smith, Ltd., and the account which was completed in May 1927 shows an amount of £9,618 13s. 5d. due to the bankrupt and his brother. Since August 1921 (when he resigned his directorship in Alfred Smith, Ltd., and was precluded by a service agreement from competing with that company) he had invested money in a number of companies, and had sustained losses on such investments amounting in all to £8,029. From October 20, 1922, until October 31, 1924, he carried on business jointly with another under the style of Rushton, Ablett & Smith, the partnership being dissolved on October 31, 1924, when a certified balance sheet showed him to have had a capital of £2,686 13s. 2d. and his partner a capital deficiency of £48 19s. 5d. After the dissolution of the last-mentioned partnership he commenced to trade on his own account as a chemical merchant, under the style of E. & W. Smith, from an office at 37 Great Tower Street, and, according to certified accounts produced, this business was carried on at a profit until March 31, 1927. It was then acquired by a company—Wilfred Smith, Ltd.—in which he held 500 £1 shares, and of which he is a director. The bankrupt attributes his insolvency to the following causes:—Losses in the various businesses with which he has been connected since 1921 (a period during which he was precluded by the service agreement from competing with Alfred Smith, Ltd.); depreciation in the value of his investments; default of a person (since bankrupt) who guaranteed him against loss; cost of litigation since 1921; and his inability to recover the amount he considered due to him under the sale agreement of December 31, 1920.

The debtor attended before Mr. Registrar Mellor on January 21, and was examined by Mr. Gaine, assistant official receiver, upon his trading history as stated above. He added that he had lost a considerable sum of money by unfortunate investments in enterprises outside the chemical trade, but the main cause of his failure was his inability to recover the balance of the purchase money from Alfred Smith, Ltd. The examination was concluded.

Business Changes

MR. A. G. FOSTER, chemist and druggist, has opened new premises at 43 Locking Road, Weston-super-Mare.

THE PLYMOUTH CO-OPERATIVE DRUG CO. (Mr. R. S. Gollop, chemist and druggist) is removing to premises at 183 Union Street, Plymouth.

BRIGHTSIDE AND CARBROOK CO-OPERATIVE SOCIETY, LTD., Sheffield, have acquired the business of Mr. J. Hotter, chemist and druggist, 223 Main Road, Darnall.

MORRIS LITTLE & SON, LTD., late of Doncaster, have removed their sales office to Premier House, 150 Southampton Row, London, W.C.1. Telephone: Terminus 5807.

MISS MARIE J. WILSON, chemist and druggist, 15A North View Terrace, has removed to more convenient premises opposite, next Plaza Theatre, West Road, Milvain, Newcastle-upon-Tyne. [Corrected note.]

Gazette

Partnership Dissolved

GASS, W. H., and NIXON, A. C., 12 King Street, Whitehaven, Cumberland, chemists, under the style of Gass and Nixon.

Bankruptcy Acts

ADJUDICATION

MAXWELL, J., "Roxburgh," Great West Road, and 162 Thornbury Road, Osterley, Middlesex, chemist.

Wills

MR. CHARLES ROBERTSON, of 69 Croslands Park, Barrow-in-Furness, Lancs., retired chemist and druggist, who died on November 1 last, left estate of the gross value of £7,072, of which £4,950 is net personalty.

MR. ALBERT FIELD, 31 Birchington Road, Kilburn, N.W., governing director of The Glynn Co., Ltd., manufacturing chemists, North Parade, Halifax, who died on October 15 last, left estate of the gross value of £6,422 5s. 5d., with net personalty £6,297 9s. 5d. The testator left all his property to his wife, Mrs. Rosie Field.

MR. WILLIAM CHARLES NAPIER GIBB, of Lowood, Bourne End, chemist and druggist, who died on August 31 last, left estate of the gross value of £2,077 4s., with net personalty £1,543 11s. 7d. Probate of his will has been granted to his widow, Winifred Filer Gibb, of 153 Hamilton Road, Golder's Green, N.W., the sole executrix.

Insurance Act Dispensing

Record of matters concerning Chemists' interests in the National Health Insurance Acts

Local Reports

ENGLAND AND WALES

Huddersfield.—In the annual report of the Insurance Committee it is stated that the medical and pharmaceutical services continued to be satisfactorily worked in the district. The prescriptions checked during the year numbered 16,115, and of these 16,092 were found to be in order. Tests made on behalf of the chemists by the R.P.U. continued to show a remarkably small margin of alleged error. From the July prescriptions for this area 1,495 prescriptions, of a total value of £47 19s. 9d., were selected for test; the alleged errors in under-pricing amounted to *nil*, and the over-pricing to 2d. At the quarterly meeting of the Committee a communication was read from the Panel Committee relative to prescriptions referred to the Committee, in which it was intimated: "The Committee feel that the responsibility is on the individual doctor to prescribe what he considers is best for his patient, and that this Committee is not in a position to dictate to him what he shall or shall not prescribe." It was agreed that a prescription for Ostelin be admitted for pricing. With respect to two prescriptions for Eusol marked "for physicians' use," it was agreed that an explanation be sought from the doctor concerned. A statement was received from the Pricing Bureau showing particulars of various irregularities on the part of certain practitioners in the issue of their scripts during September 1928; it was decided to submit a statement to the Panel Committee with a view to a recommendation being made.

Norfolk.—A letter has been received by the Insurance Committee from the Minister of Health explaining the action of the Ministry in over-riding decisions of the Pharmaceutical Service Subcommittee in regard to penalties on chemists. The letter, which was discussed at the January meeting of the Committee at Norwich, stated that the Minister appreciated the position which existed in Norfolk and had no desire to over-ride the decisions of the Subcommittee, but he had to concern himself with bringing to some extent into line decisions from committees all over the country, although he would certainly treat their decisions with sympathetic consideration. The chairman said that the Minister proposed to run a sort of mild average over the penalties inflicted, and where a penalty was less than the general average he would suggest that it was too low. The inevitable result would be that the Committee would refuse to send penalties in case they should be increased. Mr. Hulls went on to speak of the service that the chemists in the county rendered, and said that he had always looked upon the service as a sort of little gold mine. Upon inquiry, however, he found that that was not so; indeed, very far from being the case. He thought that the pharmacists in the county certainly had a grievance in regard to their emoluments. Of 82 chemists who dispensed in 1927, the highest amount paid out of the fund was £320. That was the gross amount, from which had to be deducted expenses of service, overhead charges, etc. The lowest payment to any chemist was 5d. The average of the payments ranged from 5s. per week to £2 per week. It was not a question of ultimate profit that was causing the chemists to take on this job; rather it was a sense of the necessity for a public service, but that could not continue indefinitely, and his opinion was that chemists were very inadequately paid. Their emolument was an extremely shabby one. It might be contended that they were adventitious, but he did not think that persons who went into the chemist's shop with a prescription were likely to be tempted by the perfumes and cosmetics. To him these facts were very disturbing.

Notts.—The following information was given at the annual meeting of the County Insurance Committee:—The number of chemists under contract was 121, with 168 shops, against 114, with 151 shops, the previous year, and the number of scripts dealt with had been 467,117 up to September 30, a slight decrease. The cost from November to November had been £15,072. While 124,588 insured persons had obtained drugs and appliances from chemists, 28,264 had got drugs from their own panel doctors. Thirty-five samples of drugs and eight of appliances had been tested, and in twenty-eight cases the reports showed that the drugs and appliances were of proper quality. In nine cases the results of analyses had been considered by the Pharmaceutical Service Subcommittee, and in one case the chemist was found guilty of carelessness, and £1 was withheld from his remuneration. In another case a chemist was reprimanded and cautioned. In two cases chemists were requested to be more careful in the future. In four cases no further action was taken. In one case the chemist's explanation was accepted. In the remaining six cases the analysts' reports had not yet been received from the Subcommittee. The Subcommittee had been called upon to investigate two complaints of the failure of a chemist to provide for dispensing to insured persons on early-closing days and Sundays, and £2 was withheld. Another insured person complained that a chemist had failed to provide promptly pills prescribed by a doctor, but it was held that the prescription had been dispensed without unreasonable delay.

Southport.—At a meeting of the Insurance Committee, on January 15, it was reported that four samples of drugs had been taken for testing, and were certified to be satisfactory.

Sheffield.—At a meeting of the Insurance Committee recently it was decided to continue the health lectures in the works, and that they should confer with the health committee of the City Council with a view to co-operating with them in health propaganda generally. The Medical Benefit Subcommittee received the report of a subcomittee on drug testing of eight samples sent to the city analyst. Six were found correct, and two were recommended to be referred to the Joint Service Subcommittee for further investigation. On an amendment by Mr. J. T. Appleton, it was decided that in the case of one sample the report be passed and not referred to the Joint Service Subcommittee. Of the two cases submitted to the Manchester Testing House, one was referred to the Joint Service Subcommittee for further investigation. The report of the Joint Service Subcommittee on five cases referred to them recommended that in two cases a sum of £1 1s. and in one case £3 3s. be withheld from the chemists' accounts, that one case be censured, and that one case be cautioned. All the tests were mist. alb. Chemists' accounts for the month amounted to £2,493 14s.

An Attempt at Regularising

Dr. Arthur E. Larking, Hastings, writes to "The British Medical Journal" of January 19 as follows:—

"In this area we have taken considerable trouble to induce economical prescribing, and we have lowered our average from over 9d. to 8.4d. per prescription. We found, for example, that certain of our colleagues were actually ordering as much as two pounds of 'jecomalt' at once, costing 8s.! Further, there are many practitioners who, until their attention is drawn to the matter, take very little care over their prescribing. We have therefore issued a list of preparations that the Panel Committee considers should, if possible, be avoided. We then had a letter from the pricing bureau pointing out that difficulties would arise unless some general agreement were reached as to what to allow and what to disallow. My committee drew up a list and sent it round to all the eleven Panel Committees in the area of our pricing office, asking them if they agreed to it or if they suggested any modification. . . . Out of the eleven committees four took no notice whatever. Of the seven who replied one only was in agreement with us; one disagreed; two decided to take no action; one sent an acknowledgment only; and the two others stated that they went by the B.M.A. list, and the B.P. and B.P.C. This appears to me to be rather hopeless, and very disheartening. The setting up of a committee by the Ministry to consider the question may settle the matter, but it is unfortunate that the twelve Panel Committees could not make a more decided effort to settle the matter themselves. It does not say much for medical unity."

Pharmaceutical Society
of Northern Ireland
Council Meeting

THE monthly meeting of the Council was held on January 18, in the Society's rooms, Belfast, the president (Mr. W. J. Hardy) in the chair. There were present also Messrs. Fred Storey, A. C. McBride, H. Lancashire, S. Gibson, S. S. Badger, J. E. Connor, W. E. Wilson, W. Martin, H. McRoberts, W. S. Taylor, and Professor Small. Mr. David L. Kirkpatrick (secretary) was in attendance. Apologies for absence were received from Messrs. T. W. McMullan, M.P., J. Maxwell, R. I. Edwards, J. F. Grimes, J. Dundee and H. Todd.

DEATH

On taking the chair, Mr. HARDY referred to the sudden death of the Society's solicitor, Mr. J. M. Hamill, who was appointed to that office immediately after the Council began to function. It had proved to be a very happy appointment indeed. Mr. Hamill gave great satisfaction, and they had always found him an honourable gentleman. He had devoted a great deal of time to the work of the Society, and it was with very great sorrow he (the president) learned of his death. He moved that a letter of condolence be sent to the widow.

Mr. STOREY, in seconding, said Mr. Hamill had been a great help to them. He had obtained a wonderful grasp of the peculiar points in connection with their pharmacy laws.

Mr. MCBRIDE, in supporting, said Mr. Hamill had given them of his best.

The resolution was passed, all present standing.

GREETINGS

Seasonable greetings were announced from the Pharmacy Boards of Tasmania and Queensland, and from Mr. Herbert Skinner, president of the Pharmaceutical Society of Great Britain. Mr. A. R. Bailey, Melbourne, a member of the Australasian Pharmacy Board, also sent a letter of greeting.

APPLICATION FOR GRANT

The principal of the Technical School, Enniskillen, wrote asking for a grant for apprentices for a physics class in the school.

Mr. TAYLOR said the Enniskillen committee had trouble with the regional committee, which would not give the grant. They did not understand the position.

Mr. BADGER moved that £6 be given. He thought that the country districts should be encouraged.

Mr. CONNOR thought it was establishing a precedent. If they did this other schools would be applying.

Mr. TAYLOR said the matter was urgent. One of his own men had to come to Belfast from Enniskillen for his physics class.

The PRESIDENT said the Committee should have put in an application to the Ministry of Education.

Professor SMALL said they had already given a grant to Magherafelt, and very few towns would ask for grants. Newry, Larne, Ballymena, Portadown and Lurgan were all well equipped. This would not be a recurring application.

Mr. MCBRIDE supported the resolution as Enniskillen was far from any other classes.

The PRESIDENT said that more than £5 could not be voted without notice.

Mr. BADGER withdrew his proposal, and the matter was by consent referred to the Education Committee.

THE KING'S ILLNESS

The SECRETARY read the reply of the Queen to the Society's telegram of sympathy on the occasion of the King's illness. (*C. & D.*, January 5, p. 2.)

APPRENTICES TO PHARMACEUTICAL CHEMISTS

The following, who submitted certificates from the undermentioned bodies, were granted the certificate of Apprentice to a Pharmaceutical Chemist :—

Gerald Michael McManus, Junior Grade Certificate and Preliminary Examination of Queen's University; Richard Cortis Alexander Marshall, Junior Grade Certificate; Murray Martin Ross, Matriculation of Queen's University, Belfast; Francis Kevin McConnell, Pharmaceutical Preliminary; John Kerrigan, Pharmaceutical Preliminary; Mary Alice Sweeney, Matriculation of the National University of Ireland.

PHARMACEUTICAL PRELIMINARY EXAMINATION

A letter was read form the secretary of the Academic Council of the Queen's University of Belfast stating that the Council considers a pass in the King's Scholarship examination, second division, as equivalent to the Pharmaceutical Preliminary examination. It was decided that this examination be accepted in lieu of the Pharmaceutical Preliminary examination, also the Matriculation examinations of Trinity College, Dublin, and Magee College, Londonderry, provided a pass is obtained in the five subjects as specified by the Society.

Mr. STOREY suggested that the College of Surgeons examination should be cut out of the syllabus list of examinations that were accepted. After discussion he moved accordingly.

The PRESIDENT said they could write to the College and say that unless they examined in five subjects the Society would be reluctantly compelled to omit them. This was agreed to.

DAY OF COUNCIL MEETING

A proposal to change the day of the Council meeting from the third Friday led to some discussion.

The PRESIDENT said that the present date did not suit some of the Belfast members. He personally had an open mind on the subject.

Mr. BADGER moved, and Mr. TAYLOR seconded, that no change be made.

Mr. MCBRIDE thought Friday suited the country members best. After further discussion Mr. Badger's motion was carried.

HONORARY MEMBERS ELECTED

The PRESIDENT moved that Mr. Herbert Skinner, Highgate, London, N.6, president of the Pharmaceutical Society of Great Britain, and Mr. Lewis Moreton Parry, Liverpool, vice-president of the Pharmaceutical Society of Great Britain, be elected honorary members of this Society. Mr. Hardy said it required no words of his to commend it. It was the right thing that they should mark the occasion of the bringing together of the two Societies on the question of reciprocity in that manner. By doing so they would be paying a compliment, not only to the gentlemen themselves, but to the Council of Great Britain. The British committee took the long view, and, if he might say so, the Empire view in the agreement that had been reached. Apart from that, both gentlemen were outstanding personalities in the world of pharmacy, and they were honouring themselves in electing them.

Mr. STOREY seconded the resolution, which was supported by Mr. CONNOR and Mr. MCBRIDE, and passed unanimously.

ELECTION OF MEMBERS

The following nominated candidates were elected members of the Society :—

Wm. J. McKee, 167 Oldpark Road, Belfast; James Montgomery Ovens, 1 Coleshill Terrace, Enniskillen; Bertie Boyd Morrison, 2 Union Street, Coleraine; James McKenna, 143 Peter's Hill, Belfast; Wm. Hamilton McBride, 199 Woodstock Road, Belfast; Wm. J. Farmer, Abbey Medical Hall, Whiteabbey; Wm. Martin, Hillside, Hillhall Road, Lisburn; C. E. Hull, 6 Knutsford Drive, Belfast; William Rutherford, 25 High Street, Belfast; Robert S. Reid, c/o A. Boyd & Co., Castle Buildings, Lisburn; Miss M. C. Maxwell, c/o Tate's Medical Hall, 7-9 Royal Avenue, Belfast; Robert L. Clarke, 32 Main Street, Portrush; Miss Wilhelmina Galbraith Clarke, 32 Main Street, Portrush; Thomas Alexander Gibson, Monlough, Ballygowan; Harry Bell Hatrick, 23 Hartington Street, Belfast; Samuel John Marks, 9 Dunluce Avenue, Belfast; John King Lyons, 207 Victoria Park Road, South Hackney, London, E.9; Gerald G. O'Rawe, 8 Knockbreda Road, Belfast; Thomas Reilly, 60 Cooke Street, Belfast; Wm. J. McAuley, c/o Marshall's Medical Hall, Bangor; Thomas Arthur Hall, 69 Shamrock Street, Belfast; and Alexander Thompson Hardy, 20-22 Castle Place, Belfast.

This concluded the business of the meeting.

Associations' Winter Session

Birkenhead.—A meeting of the Birkenhead and Wirral Pharmacists' Association was held on January 9, at the Woodside Hotel. The president (Mr. F. C. Cooling) was in the chair, and the speaker was Mr. H. Gilleghan, Leeds, vice-president of the Retail Pharmacists' Union, whose address was entitled *The R.P.U.: Its Aim and Objects*. Among other topics, N.H.I. work was dealt with. A committee had been appointed to go into the matter of foods and proprietary articles. Mr. Gilleghan closed by mentioning the R.P.U. Sickness and Provident Society, which, although in its infancy, was, he said, bound to succeed. Discussion followed, and a vote of thanks was proposed by Mr. C. H. Wright.

Birmingham.—At a meeting of the Birmingham Pharmaceutical Association held on January 16, a lantern lecture entitled *Waves in Matter and in Ether* was given by Mr. H. J. Cull, B.Sc., lecturer in physics at the Birmingham Technical College. The president (Mr. T. H. Foden) was in the chair, and introduced Mr. Cull, who referred briefly to the types of waves now being used for varied purposes. The meeting was then thrown open for discussion. Mr. F. Smith proposed a vote of thanks.

Edinburgh.—The third meeting of the fifty-first session of the Edinburgh Chemists', Assistants' and Apprentices' Association took place at 36 York Place, Edinburgh, on January 16, Miss Margaret McAlpine Smith (president) in the chair. A paper on Winter Time Botany was read by Mr. Knott, Ph.C. The botanist can even fill in the winter with pleasure and profit in botanical studies, from the limited number of flowering plants obtainable. Winter excursions are not the order of the day, but it is a suitable time to overhaul the herbarium. In a country where the climatic conditions vary considerably, the correct season must be watched in order to collect specimens. A local flora is a useful possession. It is thus possible to compile a diary of the flowers each month, and the length of their flowering season. It may be possible to select a series of habitats. These may be visited and systematically searched, recording all species which the particular environment affords. Another method is to go out, and collect everything and anything. This was followed by a paper on Insectivorous Plants, with lantern illustrations, by Mr. Gordon Perrins, Ph.C. Included in abnormal plants are those which are said to be insectivorous or carnivorous. Our knowledge of these plants dates from 1768, when Ellis sent to Linnæaus a description of a fly-trap, but only structural investigations prevailed until Darwin, in 1860, began a thorough experimental study of them. The habit of capturing insects is primarily due to the environment. Drosera (Sundew) grows upon a substratum largely composed of sphagnum plants, which yield a limited supply of nitrogenous matter. Most insectivorous plants have enough chlorophyll to enable them to make all the organic food they need. But it has been found that when they are fed with insects, raw meat, or boiled egg, the plants are stronger, they flower more freely, and they produce stronger and more numerous seeds. The diet of such a plant is a matter of chance, but the attractions are many; the odour, the bright colours, and the dew-like drops being an allurement to insects. The two most remarkable features connected with such plants are the marked sensitiveness and mobility, and the digestive power. Such plants may be placed into three groups:—(i) Those with pits or cavities, as the Bladderwort or the Pitchers; (ii) those with viscid leaves, as Drosophyllum; (iii) those with distinct movements, as Sundew. The three most important British insectivorous or carnivorous plants, found in bogs in mountainous districts, are Drosera (Sundew), Pinguicula (Butterwort), and Utricularia (Bladderwort). *Drosera rotundifolia*, Sundew, has a tuft of radical leaves, varying in shape in different species, which bear on their upper surface red "tentacles." These are of the nature of morphological emergencies. Each has a stalk consisting of a central strand of spiral traceids, which expands into a group in the head. The tracheids are completely surrounded by several layers of parenchyma. All the parenchymatous cells contain a purple cell sap, in which a streaming movement may be observed. If one of these tentacles be placed in a drop of water and examined under a microscope, and if a minute portion of nitrogenous material, such as raw meat, be brought in contact with it, the sap coagulates, forming dark purple lumps floating in a colourless liquid. This change occurs all down the tentacle, across the leaf, and up another tentacle. As the change takes place the tentacle bends inwards over the stimulating body. *Pinguicula* or Butterwort has a flat rosette of leaves which are tightly pressed back against the ground. The edges of the leaf are slightly curved upwards, so that the whole surface forms a shallow trough. On the upper surface two kinds of glands are seen: (i) flat dome-shaped hairs formed of a group of cells, and (ii) mushroom-shaped hairs formed of a disc of cells borne at the end of a long unicellular stalk. When the leaf is stimulated by proteid material the edge comes round, and if the stimulating body should be a small insect, it will be pushed into the middle of the trough. The smaller sessile glands excrete a ferment, capable of digesting even cartilage, so that after it has acted and the products have been absorbed, hardly anything remains of the insect's body. When absorption is completed the leaf unfurls. *Pinguicula vulgaris* bears a solitary drooping violet-purple flower, and is found on boggy ground in Northern districts. *Pinguicula lusitanica* is smaller, has a pale pink, inconspicuous flower, and is found in Devonshire, Cornwall and Ireland. *Utricularia*, or Bladderwort, is a rootless plant found submerged near the surface of still water. The flowering shoots alone project above the water. On the submerged leaves are highly specialised bladders, pale green, and partially transparent. Round the mouth of the bladder is a fringe of stiff hairs, and sheltered by these is a transparent valve which can be readily pushed inwards, its edge resting on a cushion of tissue. The whole inner surface of the bladder is lined with curious hairs, in groups of four, growing out from the lining. An insect will take refuge behind the bristles, and, unawares, push open the trap-door and enter the bladder. It dies of starvation or suffocation, and the nitrogenous products of its body are digested and absorbed by the lining hairs. Towards the end of summer *Utricularia* begins to die off, life being concentrated in terminal buds, and the bladder filling with water, the plant sinks to the bottom. The *Ascidia*, or Pitchers, are the most remarkable of all the anomalous forms presented by leaves. They are seen in the species of Nepenthes or Pitcher-plants, and species of *Sarracenia* or Side-saddle plants. In the former the petiole is winged for a certain distance, then assumes the appearance of a tendril, and ultimately bears a pitcher, formed of the lamina, with an operculum or lid formed from the terminal lobe. In the latter, the Pitcher appears to be originated much as is the peltate leaf; by further basal growth it becomes tubular. Nepenthes are natives of Borneo and Sumatra, and extend to Continental Asia and to China. The reading of the papers was followed by a discussion taken part in by Messrs. Currie, Tait, Stout, Hill, Smith, Knott and Perrins. On the motion of the chairman, a cordial vote of thanks was awarded to Messrs. Knott and Perrins, and on the motion of Mr. Perrins a cordial vote of thanks was awarded to Mr. Hugh Skinner, who acted as lanternist.

London (N.).—A meeting of the North London Pharmaceutical Association was held on January 22, the vice-president (Mr. D. Anderson) in the chair. Correspondence was dealt with covering National Health Insurance, a general dissatisfaction over the position being manifested. A letter was read from the president of the Association, Mr. R. H. L. Watson, who has retired from the district. It was moved, seconded and resolved that the resignation be accepted with regret, and the secretary was asked to write and thank Mr. Watson for his past services and to wish Mr. and Mrs. Watson every possible happiness and success in their future life. Mr. D. Anderson was then formally elected president of the Association and North Metropolitan Branch, an election which met with hearty and unanimous approval. Mr. Anderson suitably replied. The president then called upon Mr. H. N. Linstead, secretary and registrar of the Pharmaceutical Society, to address the meeting on *Desirable Changes in Poisons and Pharmacy Acts*. Mr.

Linstead first dealt with the anomalies of the present Acts, and demonstrated the need for consolidation and amending. There were too many authorities, and they needed to be reduced; the machinery was old and cumbersome. It might be that, in any changes that might come in the near future, increased Government control was to be expected; but there were a large number of things, particularly the disciplinary oversight of pharmacy and inspection of shops, which ought to be a matter for the Pharmaceutical Society. He asked whether a more detailed schedule of poisons was advisable. It was obviously only fair that unqualified people should know what they could and what they could not sell; but the difficulty of a detailed schedule meant that it would be perpetually changed as new chemicals were synthesised. Changes in disciplinary control would involve an annual registration fee and possibly an annual licence for each shop. Dealing with some other difficulties in the Acts which needed alteration, he referred to the growing practice of chemists who were conducting branch shops as drug stores. Many of them were doing this illegally, and it was a practice likely to be subversive to the ultimate best interests of the qualified man. He dealt also with the possibility of the "closed" register of druggists being drawn up, which would have the effect after a certain period of time of putting an end to what was at present a danger to the community, the drug store masquerading as a chemist's shop. Mr. Linstead touched upon the possibility of restricting dispensing by doctors and the extent to which this might have to go hand in hand with the restriction of prescribing by chemists. Other matters with which he dealt were the desirability of having the antidotes for poisons on labels, of colouring poisons, of having a list of reserved articles (not necessarily poisons) which could only be sold by qualified men, and the difficulty of placing restrictions upon the sale of disinfectants. An interesting discussion arose, Messrs. Fouracre, Steele, Downing, Carter, Walters, J. Noble and Skinner taking part. Mr. Linstead replied to the various questions that had arisen. On the motion of the president, a hearty vote of thanks was accorded to Mr. Linstead, who briefly responded.

London (S.W.).—At a meeting of the South-West London Chemists' Association, held on January 15, the chair being taken by the president (Mr. D. A. Rees), reference was made by the president to the death of Mr. J. E. Langford Moore. A letter of sympathy had been sent from the Association by the secretary to the widow. Mr. D. A. Rees gave an address on *Organisation in a Pharmacy*, including the value of a cash-register, book-keeping, checking of goods, invoices and statements, stock-keeping and ordering, pricing, window-displays and Insurance dispensing. Discussion was entered into by Messrs. Keall, Wells, Monaghan, Rowland and James. Mr. E. A. Atkins gave an address on *Optics as a Pharmacist's Sideline*, stating that optics was a valuable asset to a chemist's business providing the chemist was qualified by examination and kept himself up to date with modern methods and appliances. Mr. Atkins thought that when opticians were recognised the profession would gradually and definitely separate itself from pharmacy, as the general public would prefer to have their sight tested by an optician. Questions asked by Messrs. Keall, Wells, Monaghan and James were answered by Mr. Atkins. A vote of thanks to both speakers was proposed by Mr. J. E. Monaghan.

London (W.).—A meeting of the Western Pharmacists' Association and the London Western Branch of the R.P.U. was held at Slater's Restaurant, Oxford Street, W.1, on January 16. Mr. W. B. Falding (president of the Association), on taking the chair, referred with much feeling to the death of Mr. George Roe, who for many years had taken an active part in the affairs of the Western Association. Mr. J. E. French, chairman of the R.P.U. Executive, addressed the meeting. Referring to the R.P.U., he considered that the formation of that body had proved thoroughly justified, and the work that they were engaged in was more and more appreciated as time went on. He assured members interested in N.H.I. work that they had made the best bargain possible with the Government, and that the signs were distinctly hopeful. There was a possibility of having a pharmacist of practical ability in Parliament before long. A long discussion followed, in which the chairman, Messrs. Harris, Shirtliff, Bonner, Wilkinson, McBride and Melhuish took part. Various matters, such as slot machines, the sale of drugs in cheap bazaars and open markets, the gradually growing evil of evading the law and disregarding the common interest by keeping shops open late, were considered, and it was resolved to inquire as to the possibility of putting a stop to such practices. Mr. Bonner thought it would be an advantage if they had a parliamentary representative in each political party. Mr. Falding moved a hearty vote of thanks to Mr. French for his practical address. Mr. Morley Taylor, in supporting, suggested that, bad weather or not, it was a pity that the attendance on such an occasion was not very much larger. It showed a deplorable lack of interest. Mr. French briefly replied.

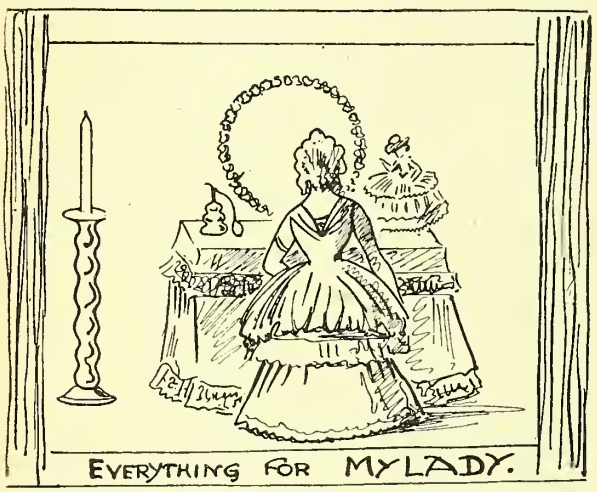
Public Pharmacists.—The annual meeting of the Guild of Public Pharmacists took place on January 16 at 17 Bloomsbury Square, the president (Mr. F. E. Bullen) in the chair. Mr. Bullen, having paid tribute to the memory of the late Mr. J. Langford Moore, who had filled the post of treasurer since the Guild was founded, called upon the secretary (Mr. Arthur Jenkin) to present the balance sheet to the meeting. The secretary stated that no new nominations for the Council having been received, the old councillors became automatically re-elected, and the vacancy occasioned by Mr. Langford Moore's death would be filled by co-option. At the conclusion of the business the presidential address, entitled *Random Remarks on the B.P.*, was delivered by Mr. Bullen. A number of official drugs and their preparations were referred to, some of which, describing them as obsolete, the speaker claimed should be omitted from future editions of the national formulary. The reduction of the unnecessarily high spirit content of certain tinctures and other preparations was also recommended on the ground of economy. Mr. Bullen felt that a good deal might be done in the way of devising a variety of cheap and useful flavouring agents with the essential oils and organic esters commonly used in manufacturing fruit essences.

Southend Association Dinner

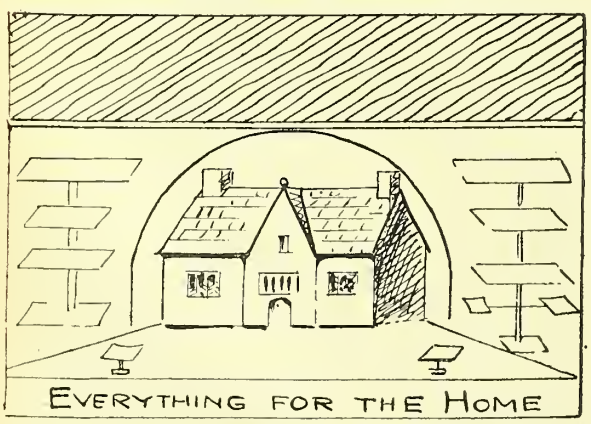
THE sixteenth annual dinner and dance of the Southend-on-Sea Association of Pharmacists was held on January 16, when 175 members and friends were present, including representatives from the leading wholesale houses. The principal guests of the evening were Mr. Moreton Parry (Liverpool), vice-president of the Pharmaceutical Society, Mr. H. Wm. Cooper, chairman of the Southend Insurance Committee, and Mrs. Cooper. Proposing the toast of "The Pharmaceutical Society," the president (Mr. A. S. Rollin) observed that the Southend Association had now a membership of over sixty and had enjoyed a fairly good year. The contribution of the Southend Association towards the Benevolent Fund had been increased from 2s. 1d. per head of membership to 5s. 9d., and he hoped yet to see that contribution go higher. The past year could not be called a good business year. Mr. Moreton Parry, responding, complimented the Southend Association upon being a very active part of the Society. The pharmacist was becoming every day more subject to bureaucratic legislation. There was only one remedy and that was to obtain a speaking voice in the House of Commons. The Society had in view a number of candidates who would stand at the next election to represent the interests of the profession. One vital matter at present was the delay in the publication of the report of the Committee sitting at the present time, and all he knew was that it would mean very drastic changes in the pharmaceutical administration of this country. It was very satisfactory to see that Southend was beginning to pull its weight in the Benevolent Fund. "The Visitors" was proposed by Mr. J. R. Heywood, Ph.C., and was responded to by Mr. W. E. Ford. During the evening songs were rendered by Mr. Sears, Mrs. Stewart, M.P.S., and humorous selections were given by Mr. Asher. Dancing was enjoyed until 1 a.m. The organising committee consisted of Messrs. Atkinson, Bruce and Stewart.

Thoughts on Windows

As one journeys up and down the country it is depressing to note that all the chemists' shops are showing the same window displays. Good ones, too, most of them are, but they are the ones supplied by the wholesale houses to increase the sales of proprietary lines. It is a good thing to link up one's window with national advertising, but is it good to do it all the time? About six to eight displays are being used, and the whole of them are there in every town and city. The assistants and apprentices will get the idea that window advertising is of no value except to the proprietors of a nationally-advertised article. With a view to stimulating thought and originality in window displays the following ideas are suggested :—



The idea illustrated above can be used as a small centrepiece in a large window or to fill a large window. If the former, the dressing table can be made from a small box covered with chintz or flowered paper. The mirror is one of those small French ones for the vanity bag, and the dainty little lady can easily be made by the feminine part of the staff. A candle of the "antique" variety in a wooden candlestick gives colour and charm. The decoration down the sides is composed of strips of different shades of coloured crêpe paper which harmonise. The choicest goods for my lady's use should be displayed on the dressing table. If on a large scale a local furniture dealer may be willing to loan the table and mirror. The writer on several occasions has used borrowed chairs, tables, antique washstands, and similar things, and each time a sale has ensued of the furniture, yielding a handsome commission. If a real table is not used, a box covered with chintz, cretonne or crêpe paper of pretty design is an effective substitute.



This window is one where a little artistic ability can be used to advantage. The top of the window is covered with a strip of black paper, behind which a light is shining to illuminate the display. The semi-circle is of cardboard, covered with a golden yellow paper, muslin or silk. The house is made of cardboard or boxes covered with paper and coloured to give the desired effect. The windows, if possible, should have a red light shining through. It is really a very easy window to dress, but most effective. Goods for the home, soaps, sponges, brushes, as well as packed drugs of all kinds can be shown at each side on suitable stands. There is no limit to the goods which this window will help to sell.



This is a suggestion for putting a bit of colour into an ordinary glass shelf window. The background should be black or dark blue, which will make a fine setting for the goods displayed. The border of the window is made by cutting flowered wall paper into strips. It is very probable that there will be many odd bits of bedroom wallpaper in some cupboard at home, which would be very suitable. The glass or wood shelves are draped with festoons of paper flowers. The showcards and window bills are all home made. It will make an effective New Year or St. Valentine's Day show. There is no need for the chemist to spend large sums of money in buying attractive display matter. It can be found to hand. The need is to expend a little time and thought to make the best use of it.

Westminster Wisdom

Notes on Parliamentary Matters

Chewing Gum

The President of the Board of Trade (Sir P. Cunliffe-Lister) informed Captain Crookshank on January 22 that no figures are available regarding the imports of chewing gum into, or its production in, this country. The following statement, however, shows the figures in the trade returns of the United States and Canada, respectively, relating to the exports of chewing gum from those countries to the United Kingdom in the latest periods for which the information is available :—From the United States in 1925 :—1,688,629 lb., value £133,621; in 1926 :—2,322,576 lb., value £177,958. From Canada (recorded by value only)—years ending March 31—1926-27 :—£51,442; 1927-28 :—£59,735; six months ending September 30, 1928 :—£12,979. What part, if any, of these imports is re-exported to other countries cannot be determined from the available records. It may be added that the exports of chicle gum, the principal constituent of chewing gum, from the countries where it is produced or handled, to this country, so far as they are recorded, are unimportant.

Compensation for street improvement.—Ipswich Town Council has sanctioned the payment of £10,000 to Boots, Ltd., for setting back their frontage for ten feet to effect a widening of Tavern Street.

Personalities

MR. JOHN ALLAN, chemist and druggist, Oldham, has been elected president of the local chamber of trade.

MR. A. T. OPIE, chemist and druggist (A. Opie & Co., Ltd.), Penzance, has been appointed a justice of the peace for the borough.

MR. THOMAS HARDY, Buxton, a member of the Pharmaceutical Society's Council, is a prospective parliamentary candidate for Leigh.

MR. A. A. GILES, chemist and druggist, Ventnor, has been elected a member of the committee of the Isle of Wight Chamber of Commerce.

MR. J. W. URBAN has joined the staff of Graesser-Monsanto Chemical Works, Ltd., King William Street House, Arthur Street, London, E.C.4.

AT a recent meeting of the Brierfield (Burnley) Tradesmen's Association Mr. G. Briggs, chemist and druggist, was elected president, and Mr. T. Yoxall, chemist and druggist, secretary.

BRO. S. C. GREAVES, chemist and druggist, senior director of A. Greaves & Son, Ltd., chemists, Chesterfield, was installed Worshipful Master of Scarsdale Lodge, No. 681, on January 15.

MR. F. C. WILLIAMS, who has been appointed to represent George Higgins & Co., druggists' sundriesmen, 257 St. John Street, London, E.C.1, in the Eastern and South-Eastern districts of London, will take over his duties on January 28.

THE following appointments as sales representatives have been made by The Ioco Rubber and Waterproofing Co., Ltd., Anniesland, Glasgow:—Mr. E. J. Kirkland for the whole of Yorkshire, with headquarters at Leeds; Mr. J. Curran for Liverpool and North Wales, with headquarters in Liverpool.

Trade Notes

ALLCOCK'S POROUS PLASTERS are advertised in this issue by Allcock Manufacturing Co., Birkenhead.

DR. JACOBSON'S SOLUTION, known as benzyl-cinnamic ester, which is used in the treatment of tuberculosis, may be obtained from Boots Pure Drug Co., Ltd., Nottingham.

LYSOL, LTD., Raynes Park, London, S.W.20, announce that from February 15 they will resume control of the sales of Marshol and of Hinds Honey and Almond Cream.

MOLVITA.—C. Tolkien & Co., Ltd., Remogen Works, Silsden, Yorkshire, are offering under this title a malt extract and cod-liver oil which is stated to be rich in vitamins A, B, C and D.

BONUS OFFER.—Parfums Marcel Guerlain, Ltd., 252-260 Regent Street, London, W.1, give particulars elsewhere in this issue of a bonus offer in connection with Masque Rouge face powder.

NEW MIX TOOTH PASTE.—Gilmont Products, Ltd., 356-364 Gray's Inn Road, London, W.C.1, invite chemists to write for the new window display material and particulars of the window display competition.

INDIAN HEMP.—Freudentheil, Smith & Co., 21 Mincing Lane, London, E.C.3, have been granted a general licence by the Home Office to supply Indian hemp subject to the regulations of the Dangerous Drugs Acts, 1920-1925.

PERFUMERIA GAL (LONDON), LTD., 76 Strand, London, W.C.2, are increasing the scope of their advertising in the daily Press and ask us to remind chemists that they should obtain supplies through the usual wholesale channels.

A. BOURJOIS ET CIE, LTD., 4 Water Lane, Blackfriars, London, E.C.4, ask chemists to write for the bonus terms offered in connection with the company's soaps, some of which are illustrated in the advertisement pages of this issue.

REVISED PRICES.—Dimol Laboratories, Ltd., 40 Ludgate Hill, London, E.C.4, give a list of revised prices (allowing increased discount) of their products in the advertisement pages. The European distributing agents are Sangers, Ltd., 258 Euston Road, London, N.W.1.

SILKASHAVE.—Dubarry et Cie, 81 Brompton Road, London, S.W., state that the publicity given to this product, combined with its quality and popular price, has resulted in a widespread demand for it. Prices and other particulars will be sent to chemists who communicate with the company.

ROBERT W. PHILLIPS, LTD., Craven House, Kingsway, London, W.C.2, have taken over all stocks of Armand toilet preparations, and have appointed May, Roberts & Co., Ltd., Clerkenwell Road, E.C.1, sole distributors. —Messrs. Phillips also supply Phil-Sano toilet preparations, notable among which is a bath soap available in twenty different perfumes and in tablets weighing either 4 oz. or 5 oz., as desired. The soap is offered at a price which is competitive, and it is British made.

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1929, p. 333.

(*From "The Trade-marks Journal," January 9, 1929.*)

"SURPRISE"; for dyes (1) and (4). By Wm. Edge & Sons, Ltd., 50 Raphael Street, Bolton. 497,571/572. (Associated.)

"SPRAKAR"; for chemicals (2). By J. Gadd (Colour & Chemical Agencies), Ltd., 126 Bishopsgate, London, E.C.2. 497,455.

"ROBERT LOWE'S PILLS FOR THE HEAD, STOMACH AND LIVER," etc., on circular label; for head, stomach and liver pills (3). By R. H. Lowe, 52 Vicarage Road, Wolverhampton. B493,043.

"SOCCOLINE"; for medicinal chemicals (3). By Holroyd's Oil & Ceresine Co., Ltd., 3 New London Street, London, E.C.3. 494,648. (Associated.)

"PLASMONA"; for medicinal chemicals (3). By Plasmon, Ltd., 66A Farringdon Street, London, E.C.4. 495,988. (Associated.)

"B & H"; for sponges (4), surgical goods (11), rubber hot-water bottles, etc. (40), perfumery, etc. (48), and for goods (50). By Bourne & Hollingsworth, Ltd., 11 Wells Street, London, W.1. 494,142/143/159/161/162. (Associated.)

"ODENTO" on label device; for surgical instruments, etc. (11). By M. Chaussade, 5 Rue Antoine Marty, Carcassonne (Aude), France. 494,602. (Associated.)

"SAMARITAN"; for toilet paper (39). By Vereinigte Papier-Werke A.G., Creussnerstrasse 11, Nürnberg, Germany. 496,584. (Associated.)

"OUT O' DOORS"; for food substances (42). By Nestlé & Anglo-Swiss Condensed Milk Co., 6 and 8, Eastcheap, London, E.C.3. 497,386.

"LAXOVITOL"; for all goods (47). By P. Dvorkovitz, 10 Victoria Street, Westminster, S.W.1. 495,320.

"MASSO"; for tooth brushes (50). By Pro-Phy-Lac-tic Brush Co., 22 Pine Street, Northampton, Mass., U.S.A. 493,832.

(*From "The Trade-marks Journal," January 16, 1929.*)

"ARCADIAN"; for all goods (1). By The Barrett Co., 40 Rector Street, New York, U.S.A. 494,911. (Associated.)

"SELO"; for films and plates (1). By Selo, Ltd., Woodman Road, Warley, Brentwood, Essex. 496,042.

"EUFLOTOL"; for chemicals (1). By I. G. Farbenindustrie A.G., 28 Mainzer Landstrasse, Frankfurt-on-Main, Germany. 497,093. (Associated.)

"BARNET MATT-EMULSION FILMS" with device including owl, letter "B" and words "Be Wise in Time" ("Barnet" disclaimed); for photographic films (1). By Elliott & Sons, Ltd., Park Road, Barnet, Herts. 497,642. (Associated.)

"SEMESAN" and "SEMESAN BEL"; for fungicides and seed disinfectants (2). By E. I. Du Pont de Nemours & Co., 1007 Market Street, Wilmington, Delaware, U.S.A. 494,437/853. (Associated.)

"VIGESTA"; for medicinal chemicals (3). By J. Bury, Ltd., 5 St. Ann Street, Manchester. 495,595.

"ARCOLAX"; for a laxative (3). By W. J. Patey, 76 New Bond Street, London, W.1. 497,817.

Births

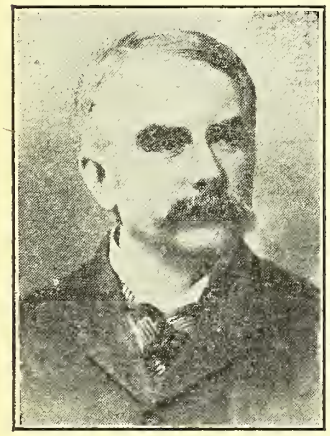
Notices for insertion in this column must be properly authenticated.

McMINN.—At Windyridge, Wishaw, on January 15, the wife of H. B. McMinn, chemist and druggist, of a daughter.

RUSHTON.—At 1561 Stratford Road, Robin Hood, Birmingham, on January 15, the wife of D. J. Rushton, Ph.C., of a son.

Deaths

ALLEN.—At Kingstown, co. Dublin, on December 13, 1923, Mr. William Nassau Allen, L.P.S.I., "Caerneagh," North Circular Road, Dublin, a past-president of the Pharmaceutical Society of Ireland. Mr. Allen was the son of the late Mr. William Allen, who was a member of the first Council of the Society, and as such was named in the Pharmacy Act (Ireland), 1875. Mr. W. N. Allen passed the Licence examination in 1876, and became the fourth president of the Society in 1886: he subsequently served as an examiner for five years. In 1926, when the jubilee of the Society was being celebrated, Mr. Allen wrote for THE CHEMIST AND DRUGGIST the first of a series of articles on its history. Among interesting reminiscences in the article was an account of his discovery in 1879 of an heraldic inaccuracy in the Society's seal, with the result that it was replaced by another one. He conducted his pharmacy on professional lines, manufacturing everything that could be made on the premises; and this respect for tradition made him an outstanding personality in Irish pharmacy. A former assistant (22/1) writes:—



MR. W. N. ALLEN, L.P.S.I.

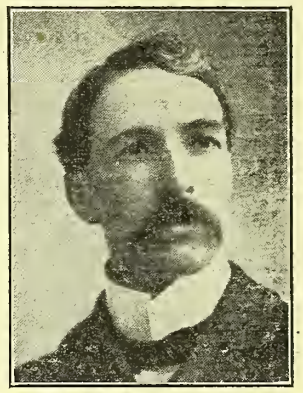
I was with Mr. Allen from 1891 to 1896, and it was an education that even then was rarely possible. Mr. Allen's business was almost entirely a dispensing one, and everything had to be done in a meticulously careful way. He scorned to dispense ready-made pills unless specifically prescribed. All tinctures, extracts, etc., were made on the premises, and he even precipitated his yellow oxide of mercury. Glycerin of pepsin was made from the pig's maw. There were two or three Dublin doctors who had a *penchant* for belladonna plasters: these were always freshly spread, with adhesive margins, and there was constant rivalry (in which Mr. Allen himself took part) to reduce the amount of time in which one of these plasters could be spread. All the time I was with Mr. Allen he took his full share of the work, including after-hours duty. I took the Licence examination of our Society while with him, and my getting second place (with what would be medal marks now) was undoubtedly due to the experience I had gained.

BROWN.—At Bolton, on January 13, following an operation, Mr. Edwin Smith Brown, chemist and druggist, 1A Princess Avenue, Little Lever. Mr. Brown qualified in 1920.

COULTER.—At 89 High Road, Wood Green, London, N.22, on January 5, Mr. Charles Coulter, chemist and druggist, aged sixty-six.

DERBYSHIRE.—At Victoria House, Malvern Link, on January 16, Mr. Charles Henry Derbyshire, Ph.C. Mr. Derbyshire, who passed the Major examination in 1900, was with Roberts & Co., London, W.1, prior to commencing in business at Malvern Link. He was a member of the Royds Lodge of Freemasons, and of the Worcestershire Golf Club. Mr. Derbyshire leaves a widow and two children.

DE MORGAN.—At the Pharmacy, Wadhurst, Sussex, on January 20, after a brief illness, Mr. Frederick Filmer De Morgan, Ph.C., aged fifty-four. Mr. De Morgan was the only son of Mr. Frank Montague Morgan, and was born at Cardiff. He was educated at Cardiff University, and was apprenticed to Mr. Alfred Gratte, Newport. He passed the Major examination in 1896 on coming to London as a student under Mr. Watson-Will at the Metropolitan College of Pharmacy: he also studied at King's College, London, taking there the Carter gold medal in botany. Subsequently he was demonstrator and assistant lecturer for ten years with Mr. G. T. Branch and Mr. Harry Lucas at the Metropolitan College of Pharmacy. He was secretary for a long period to the Pharmacy Football League, and it was largely due to his enthusiasm and energy that the League was established on a firm basis. On the marriage of Mr. W. H. Martindale, Ph.D., to Mr. De Morgan's sister, Miss Isabel Mary De Morgan, and the death of Mr. Watson-Will, Mr. De Morgan became Dr. Martindale's laboratory manager at 10 New Cavendish Street, W.1, in March 1906, and continued in that position until February 1918, when he purchased a business at Wadhurst. This he carried on successfully until the time of his death. He married Miss Kate Haycock, and leaves a widow and a daughter. Mr. De Morgan was popular with all with whom he came in contact—an appealing and lovable character. He was sound, keen and thorough in his work. In addition to a varied knowledge of chemistry, botany and materia medica, he was almost a genius in mathematical subjects: few questions in figures "floored" him. Many old "Metropolitan" students will recall with gratitude his ardent and inspiring gifts as a teacher.



MR. F. F. DE MORGAN, PH.C.

GELLATLY.—Recently, Mr. Walter Davidson Gellatly, chemist and druggist, 24 Glasgow Road, Paisley, aged fifty-six. Mr. Gellatly, who had carried on business at Paisley for several years, recently acquired another pharmacy at 181 Albert Drive, Pollokshields, Glasgow.

HESSELL.—At Strand House, Rye, on January 14, Mr. James Hessell, chemist and druggist, aged seventy.

MILNE.—At 28A Telferscot Road, London, S.W.12, on January 11, Mr. John Milne, chemist and druggist. Mr. Milne qualified in 1906.

PEGG.—At Macclesfield, on January 19, suddenly, Mr. Thomas Pegg, senior assistant to Mr. T. O. Owens, chemist and druggist, 126 and 126A Oldham Road, Miles Platting, Manchester, for seventeen years, aged fifty-two.

SMITH.—At Rhos-on-Sea, on January 21, Mr. John Lawrence Smith, chemist and druggist, aged seventy-one. Mr. Smith carried on business in Salford and Manchester, but for the last few years had lived in retirement at Bethesda, Wales. He was well known in Masonic circles.

Information Department

INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated

R/151. Colupin (yeast derived from hops)
B/221. Excelsior pine inhalant
E/231. Formafume fumigant
P/151. Globloids
B/221. Italian No. 4 castile soap
C/21. Kingclip nail nippers
N/221. Palmer's Skin Success ointment
B/221. P.C.P. cough mixture
P/151. Pelloids (laxative)
M/221. V-shape safety razor blade sharpener
S/221. Walter's hair socks

Observations and Reflections

By Xrayser III

It Is Well

that the London Panel Committee should have decided on reconsideration that it is undesirable for such a representative body to dictate to those whom it represents what medicines they may or may not prescribe for their own patients who are insured persons (*C. & D.*, January 12, p. 43). The Committee seems to have been badly advised in lending its support to the list of forbidden articles issued by the London Insurance Committee, and it would be interesting to learn what was the moving force behind the compilers of that list. Apparently, the procedure adopted was for the Insurance Committee to ask the Panel Committee to give opinions on various preparations, but what one would like to know is who inspired a body consisting mainly of laymen, without any particular knowledge of medicines, to submit those preparations for expressions of opinion? Further, as you pertinently suggest, chemists in the London area would like to know how soon the ban on certain medicinal preparations will be lifted by the Insurance Committee, so that they may be freed from the reproach of refusing to dispense prescriptions for medicines which are dispensed without question in adjoining areas. It is just as unfair that chemists should be placed in such an invidious position as it is that they should have to face the prospect of not being paid in full for all medicines supplied and all professional service rendered.

Examinations,

as one of your contributors sagely remarks (*C. & D.*, January 12, p. 46), should be a means to an end and not an end in themselves. At the close of any particular stage of professional training an examination comes in its right place as a test of proficiency. But trouble arises in many instances because education in particular subjects has been allowed to degenerate into "cramming" for examination in those subjects. As a result, the students are often imperfectly educated, their knowledge being superficial only instead of being so firmly based that it can later be utilised in practice when applied to every-day problems. Luck may enable the imperfectly educated student to satisfy the examiners to the extent that he manages to scrape through the examination, but he is the loser in the long run, because he has been permitted to assume that he has attained to the same standard as really proficient students. So far as the pharmaceutical examinations are concerned, it may be that those who just manage to scrape through them are well enough informed to conduct the average chemist's business; but it seems a pity that our average of qualification should be so low as this. The future of pharmacy requires a marked raising of the standard of qualification, and that will necessitate an improved system of education for the many.

Examination Results

published in your issue of January 19 (p. 71) cannot be explained, it seems to me, except on the assumption that existing methods of training and education fall short of what they ought to be. How else can such excessively large proportions of failures in the Preliminary Scientific and Qualifying examinations of the Pharmaceutical Society be accounted for? It must be remembered that every candidate has had to devote a not inconsiderable length of time to study, apart from his shop training, and it is difficult to believe that this time can have been spent profitably when failures are so numerous. Where the fault lies I am not prepared to say, but that there is something wrong with the system seems obvious. Allowance must doubtless be made for the fact that we are at present in a state of transition. The instruction given to students may be sound and yet not on the right plane, so that the examination tests applied are not those strictly applicable. Inasmuch, however, as the tests applied indicate generally the stage of proficiency desired by the authorities, it seems clear that courses of instruction may need to be modified in order that much larger numbers of students may be found fit to practice at the conclusion of their final college course.

What Seems

to me to be a rather remarkable statement was made by a medical correspondent of one of the chief daily newspapers a few days ago. In discussing the unfortunate accident in which a nurse confused the sign for the drachm with that for the ounce, he said that some prescribers were in the habit of emphasising the latter by attaching several additional loops to the drachm in place of the one additional loop required by orthodox custom. I have never known this to be done, and should be puzzled by an example, unless, as would certainly be the case in the vast majority of instances, the drug gave me a clear indication of the solution of the problem. The instruction which medical students receive in the matter of the symbols for weights and measures seems to be provided under rather haphazard conditions. Where does a perplexed student look for his authority? A hundred years ago, even thirty or forty years ago, the medical neophyte generally began his career as an apprentice with a general practitioner, and was initiated into the intricacies of the apothecaries' weights and measures so gradually, but so surely, that the writing and the understanding of them became part of himself. To-day the lecturer on materia medica is the instructor, and, I imagine, it is to him something of a task to found his teaching upon an authoritative foundation. Throughout the first half of the nineteenth century, when the London Pharmacopœia was the authority for such matters, the compilers of that volume clearly indicated what were the symbols and the values for them which were recognised for general use. But when the British Pharmacopœia became the authority, only a sort of permission was ventured upon for the use of the ʒ, the ʒ, and the ℈ signs, and in the last edition of that work "it is recommended that prescribers should cease to employ them."

A Reference

to the usual text-books written for medical students leads me to think that something should be done in the way of providing more extended information as to how a prescription should be written, together with a clearer presentation of the almost baffling intricacies of the weights and measures. Dr. Paris and Dr. Pereira, in days gone by, made great contributions to the knowledge of the technique of prescription-writing. This is now an almost neglected subject, notwithstanding that there is a greater need for perspicuity than ever before. I think the most helpful treatise on the writing of prescriptions is one which appeared in an early edition of the "Encyclopædia Britannica" (the fourth, 1810), of which the author, I believe, was a well-known physican, Dr. George Fordyce. It is a rather curious place to find such an article, but a still more curious feature is that the editor allowed the enthusiastic author to appropriate forty large quarto pages, equivalent to a considerable book. Now I am going to quote from this article, written a hundred years ago, a passage so pertinent and so cogent that I think it should be brought to the notice of the new Pharmacopœia Commission, which, it is to be hoped, will have the courage to "lay down the law" in the matter of symbols. "The characters ʒ and ʒ are so similar, that they may easily be written for each other, and that they have sometimes been so written cannot be denied. The consequence is obvious; a stroke of the pen too much may kill the patient, and a stroke too little may produce a medicine of little or no efficacy. Strange that physicians should have been so misled by an affectation of mystery or concealment as to place the safety of their patients at the mercy of a *lapsus pennæ*! *Unc.* and *dr.* can never be written for each other, and we see no good reason why these abbreviations should not be employed for *uncia* and *drachma*." The whole question of the weights and measures of the new edition of the B.P. will have to receive the most serious consideration, and pharmacists will, no doubt, be quick to offer their views as to the planning of the formulas.

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Editorial Articles

Chemists and Key Industries Duties

REFERENCE to the "Key Industries Duties" has necessitated an investigation into the principles and details of this important tax, which is levied on so many articles connected with the drug trade to-day. Few chemists and druggists realise that many of the drugs and much of the laboratory apparatus used are taxed to the extent of one-third of their value, when imported. In order to obtain a knowledge of this tax, one must know the history of taxation, its objects and attainments. To form an opinion of its uses or abuses, one must approach the subject with an unbiassed mind, and with a broad outlook.

HISTORY OF TAXES.

Taxes paid in kind have existed for many years, but the first protectionist taxes were imposed when the Corn Laws were enforced, to regulate the trade in grain, and to protect agricultural interests. This was in the fourteenth century. In 1846, Sir Robert Peel passed a measure which repealed the Corn Laws, and in 1849 duty on grain ceased.

Mr. Joseph Chamberlain early in the present century conducted a Tariff Reform campaign, but with no great measure of success. The European war taught Great Britain many things, not the least important being that we must be able to produce and manufacture many articles which in times of peace are imported from foreign countries. In 1915, Mr. McKenna introduced in the Budget the well-known McKenna duties. These duties consisted of a tax to the extent of 33⅓ per cent. *ad valorem* on certain articles, including motor cars, motor cycles, cinema films, clocks, watches and musical instruments. This tax was imposed with the idea of keeping out luxuries and saving space on transport, and was to last for the period of the war only. But like many other war-time measures, they were with us for a much longer period, and it was not until Mr. Snowden was Chancellor of the Exchequer in 1924, that a Free Trade Budget removed the McKenna duties.

The first Safeguarding of Industries Act became law in 1921. Two years later Mr. Baldwin decided to introduce a protective tariff and to extend Imperial Preference. His appeal to the electorate on this issue failed and a Labour Government took office for the first time. The first and only Budget introduced by this party was a Free Trade one; the McKenna duties, Imperial Preference and Protection (except Part I of the Safeguarding of Industries Act) being practically swept away. After the fall of the Labour Government, Mr. Winston Churchill, Chancellor of the Exchequer, in his Budget of 1925, introduced a number of protective duties—including again, clocks, watches and motor cars, and a new duty on silk. His second Budget enforced new protective duties on motor cars. In 1926 a Bill was passed to prevent the 1921 Act from lapsing.

SAFEGUARDING OF INDUSTRIES ACT, 1921.

The Safeguarding of Industries Act, 1921, imposed duties on certain goods necessary in time of war, with a view to safeguarding certain industries (and preventing unemployment in the United Kingdom) against the effects of depreciа-

tion of foreign currencies and the consequent disposal of imported goods at prices below the cost of production.

The duty to be imposed was one-third of the value of the goods. This Act, however, had certain reservations, the most important of which was that no duty should be charged on goods proved to have been consigned from, and grown, produced or manufactured in the British Empire. Any interested person had the right to appeal against the inclusion or exclusion of a certain article, and the appeal was to be heard by an independent referee. Part II of the 1921 Act had as its object the prevention of dumping or excessive importation of articles; by imposing a tax equal to one-third on articles proved to be offered for sale in the United Kingdom at (1) prices below the cost of production, or (2) prices which, because of depreciation in value of the currency of the country in which they are manufactured (exclusive of the British Empire) are below the prices at which similar goods can be profitably manufactured in the United Kingdom, in cases, when by the price cutting of the foreign article, employment in the industry is seriously affected. This Act imposed customs duties on certain goods with a view to safeguarding dependent industries. Articles taxed under this Act were knives, cutlery, gloves and incandescent gas mantles, with Empire products taxed at a preferential rate equal to two-thirds of the full tax.

SAFEGUARDING OF INDUSTRIES (CUSTOMS DUTIES) ACT, 1925.

We have endeavoured to outline the history of protecting or safeguarding duties, and will now consider the effect of these taxes.

The object of enforcing these duties is firstly—the protection of an industry, which, because of intense foreign competition at low prices, is in danger of being lost. Tariffs must be considered to be instruments for reviving British industries. The result of taxing the foreign article is that the price of that article is increased, so giving the British article an opportunity to compete and maintain the industry. The results of the loss of an industry are apparent. Secondly—these are a source of revenue and are indirect taxes.

We have seen in recent years industries, which for various reasons have been in danger of failing, and have also seen them subsidised by the nation. The subsidy is recovered by taxation, to a large extent in the form of direct taxation, i.e., income tax. It should be noted that before any tax is imposed, the committee hearing the application must be satisfied that the industry is being carried on economically and efficiently, and that it is of substantial importance. (The cost of production is also defined.) Applications were made for thirty-four articles to be protected, and thirteen were rejected, including brushes. Now the case of brushes is interesting to chemists.

The report of the Committee on Brushes and Brooms stated that imports were not abnormal; few of the brushes imported were superior to those made at home, and foreign competition was not exceptional. In the case of tooth-brushes from Japan, the Committee reported "a rising of the price would result in diminished use amongst the poorer class." This finding shows the absurdity of refusing a tax on brushes. In one sentence it is stated that the brushes imported are not equal in quality to those made at home, and in the next insinuates that they are good enough for the poorer class. The result of allowing foreign brushes to come into this country free of tax, is that the brush industry which was becoming an important one, is crippled. Manufacturers cannot sell their brushes in the face of foreign competition, and they are becoming factors of foreign brushes themselves, instead of manufacturers. The employees are becoming unemployed and thrown on the charity of the State. No manufacturer can be expected to carry on at a loss. The chemist is losing his sale of brushes at the expense of the open store, and the public is invited to purchase a brush which is admittedly inferior to the British made one. The exportation of brushes is rendered practically impossible by taxes imposed by almost every other country, including our Colonies. If the brush industry is treated as are some others, and subsidised, the taxpayer pays for the subsidy; therefore the non-taxing of imported brushes is crippling an industry.

Why are British-made goods dearer than foreign? British industries are generally carried on economically; but the rate of payment to employees is higher, working hours shorter, and work is carried on under better conditions. Short time and unemployment tend to increase costs. Foreign currency in most cases favours the low cost of the foreign article compared with the British. The higher cost of British products is largely due to the high rate of direct taxation. Protection or Safeguarding has been a very debated subject. Manufacturers and exporters generally welcome it; the importers and factors oppose it. The reasons for this are obvious.

GENERAL EFFECTS OF PROTECTIVE DUTIES.

The effects of import taxes on the general public are far-reaching. Slight increases in prices are probable, but greater employment counteracts this, for it is useless to offer even cheap articles if the public have no money to purchase. Increased purchases of British goods causes continuous manufacture, and this increases the rate of wages. Increased rate of manufacture reduces costs. Britain has been called a nation of shopkeepers. This may be true, but it has to be realised that it is the general public who support this nation of shopkeepers. Money for purchasing is essential to the public, and they will not have this unless they are employed. It is not the employees in the shops who keep the nation going, but the workers in factories and productive centres.

All the preferential duties now in force have originated since the war. Giving preference to our colonies on existing duties does not impose extra burdens on the public, but lightens those already existing and encourages Imperial trade. Foreign tariffs have increased in varying degrees—the Indian tariff has been quadrupled, the Australian tariff increased 50 per cent., and the average increase of the United States of America is 50 per cent. The Irish Free State imposes tariffs varying from 15 per cent. to 33⅓ per cent. on imported boots, wearing apparel, blankets, brushes, furniture, soaps, candles, glass bottles and jars.

The Merchandise Marks Act of 1926 necessitates foreign goods being stamped with the name of the country of their origin, but to what degree this will limit our population buying foreign articles has yet to be seen. It has been stated in the United States that a tariff is necessary to maintain American standards of living and to protect American wages from the competition of goods manufactured in countries where wages are lower. The duties imposed by the 1921 Act are extremely interesting to chemists. The goods chargeable with duty include all synthetic organic chemicals (except synthetic organic dyestuffs), analytical reagents, many other fine chemical (except quinine sulphate of vegetable origin) and chemicals manufactured by fermentation processes. Scientific glassware and certain apparatus is taxed, in addition to optical glass and instruments. The chemicals taxed number about 5,350, and in 1926 a further 250 were added.

PROTECTIONIST DUTIES AND CHEMISTS.

Previous to the war this country was backward in manufacturing chemicals, but the war necessitated our serious attention to this. There is no doubt that England can produce chemicals and drugs, but it is an industry which needs nursing to be successful. Germany

had for long been the centre of the chemical industry; it had the secrets, factories and manufacturers while the industry in England was in its infancy.

It is no longer necessary to bring from the Continent chemists and engineers to install a wood-gas plant in a factory, as it was in pre-war days. The chemical industry is one which must be nursed and persevered with, one which needs every thought of the scientist and business man. Many chemicals are still being imported, but we are no longer dependent upon foreign countries to the same extent as in 1914.

Japanese Insect Flowers

ALTHOUGH the United States is by far the largest consumer of Japanese insect flowers, a very fair quantity is absorbed by the United Kingdom, after which follow Canada and Australia. In the latest volume of statistics dealing with the foreign trade of Japan we find the following figures of exports:—

—	1924		1925		1926	
	Picul	Value in 1,000 yen	Picul	Value in 1,000 yen	Picul	Value in 1,000 yen
China ..	53	6	204	20	170	13
Hong-Kong	29	4	37	3	287	14
Brit. India	—	—	2	0	—	—
Dutch „	—	—	—	—	75	4
Siam ..	—	—	—	—	16	0
Gt. Britain	1,025	112	675	60	2,372	152
France ..	127	12	252	23	—	—
Germany ..	33	3	41	3	—	—
Italy ..	101	10	33	2	—	—
U.S.A. ..	30,135	3,169	52,934	5,448	61,236	3,217
Canada ..	3,012	289	1,125	116	924	49
Australia ..	34	3	388	41	1,268	55
Hawaii ..	—	—	7	0	—	—
Piculs ..	34,643	3,611	55,698	5,721	66,348	3,508

Picul = 133⅓ lb.

The rise of the Japanese insect-flower industry practically dates from the war, and is now far greater than that of Dalmatia. The industry is also much better organised than it was, and meetings are held to co-ordinate and obtain information. For instance, at the annual meeting of planters, merchants and brokers of insect flowers, held at Fukuyama City, Japan, held recently, it was estimated that the production during 1926 amounted to 9,250 long tons, and that 3,200 tons of the 1925 crop were carried over in 1926. The statistics of these estimates were obtained at the annual meeting by means of a general ballot, in which the estimates of all interested parties were taken and averaged. These estimates are considered to be substantially accurate by Kobe exporters, although the 1925 carry-over is regarded as high. At a similar annual meeting held in April 1927 it was estimated that the crop to be harvested in June 1927 would reach a total of 4,100 long tons, including the production in the island of Hokkaido. This estimate is considerably lower than that of last year, as farmers, discouraged by the drop in prices during June and August 1926, greatly curtailed production and turned to other produce in 1927. This was particularly true of the mainland of Japan, the acreage under cultivation in the Hokkaido not showing as great a decrease as that of the mainland. However, exporters believe that the above given estimate is rather low, and that production will probably reach 5,000 tons, owing to firmer prices during February 1927. New crops are planted in February, and prices during that month are considered to be of importance in the estimates of production. It is difficult to estimate the consumption of insect flowers in Japan, as such consumption is increasing rapidly, but exporters place it at about 2,000 to 2,500 tons annually. At the general meeting held in April 1927 the balance of old stocks on the market at that time was estimated to have been approximately 4,100 long tons.

The Position of Mercury

COMMENTING on the outlook in mercury in our issue of November 24 (pp. 641-42), we emphasised facts relating to the controlling forces at work, and there has since been ample evidence of this, in spite of the large imports for November of about 6,800 bottles, which, together with the exceedingly heavy receipts of over 9,700 bottles for October, made an aggregate of roughly 16,500 bottles for the two months. Such a control, so far as the few larger importing merchant interests are concerned, who hold the bulk of the stocks available, is doubtless in some measure facilitated by the fact that fresh arrivals during December were quite negligible at 279 bottles, against 2,768 bottles for the same month in the previous year. This interruption in the movement of incoming supplies confirms what we suggested on November 24, to the effect that there was not much to be shipped to this side for the next two or three months, so that it is unlikely that the stock held here will be pressed on the market beyond its current absorbing capacity. There was a rush made by importers over the early autumn to secure all the mercury against old contracts entered into with the Spanish and Italian mines before the regulation of the exports under Government licences actually became enforced, while much larger quantities were also shipped to the United States. Old stocks at the mines were apparently fairly well cleared by the time the working arrangements of the Italo-Spanish Combine entered into force, when the f.o.b. price was declared at £21 15s. per bottle through their Selling Office at Lausanne. This official quotation has since remained undisturbed, and although it is regarded as unduly inflated by consumers, it seems hardly likely that it will be revised in their favour for some time, especially in view of the disinclination of the larger importers to make any notable concessions from the current level of prices on the spot of £22 2s. 6d. to £22 5s. per bottle, less the usual discount, based on the first-hand cost for shipment. By the time new production at the Spanish mines begins to reach full dimensions again, say in another month or two, the unsold surplus available in the chief consuming markets stands a good chance of being considerably reduced, but the question then will probably arise how far the larger European and American importers will feel disposed to place contracts with the Combine at the pegged price above-mentioned, or at any other figure. It is, perhaps, as yet premature to dwell on this point, which may easily prove an unsettling factor in the event of the Combine wishing to make large sales rather than accumulate stocks beyond certain dimensions. Obviously no little depends on how far the regulation of the combined output has been effected in line with trade requirements, to enable the Combine to either retain their selling limit or do as they please. Meanwhile, a fairly stable market is expected to continue, with spot supplies in strong hands, and a firm policy is likely to be adhered to both by the merchant interests and the producers. Were the Combine's quotation to be withdrawn temporarily at any time for some reason or other, this, if only over a certain period, would probably, as happened in the past year, cause some uneasiness in the consuming trades, and thus facilitate a recrudescence of "squeezing" tactics on the part of the merchant houses, and enable them to dispose of their surplus at considerably better prices. Whatever happens, the outlook would suggest that there is not much hope of any material relief to the legitimate trade in view of the control exercised both ways. The existence of the Combine, it seems, also hinges in no small degree on the important part played in the way of financing by the large distributing houses. There is always a possibility of the latter eventually being tempted to depress the spot market by short selling when their reserve

stocks are of reduced dimensions, with the hope of placing new contracts with the Combine at a lower price, which would encourage consumers in postponing orders and make for unsettled conditions at inflated prices. Statistical returns of this country's imports and re-exports covering the last three years are as follows:—

Bottles	1926	1927	1928
U.K. imports, December ..	1,674	2,768	279
U.K. imports (January-December)	15,808	18,908	33,595
U.K. re-exports, December	115	116	368
U.K. re-exports (January-December)	2,442	2,087	5,566
U.K. net imports (January-December)	13,366	16,821	28,029

Although the quantities landed during December were very small, it will be seen that more mercury was re-exported than actually received in that month, so that the statistical position was at least strengthened by outgoings for home use placed normally at about 1,000 bottles per month. The net imports for the year at 28,029 bottles were not much in excess of the total net imports for ten months to October 31 at 26,792 bottles. Competition outside of the Combine is quietly growing to more important dimensions, especially in North America, but the fact remains that the filling of the world requirements, amounting to roughly 100,000 bottles, chiefly depends on the Combine.

Sound and Fury

THE rhetorical appeal to facile emotion indulged in by "the" (not "a") medical correspondent of "The Daily Mail" by way of comment on a nurse's error in reading "ʒ" for "ʒ" (*C. & D.*, January 19, p. 58), is not likely to impress the pharmacists who may have seen it. He writes:—

"The difference [between the two symbols] is a single stroke of the pen. But the line that divides life from death is infinitely narrower than that. . . . A technical phrase has one exact meaning and no other. It is like the Koran, as defined in its opening verse. . . . It is a pity, therefore, that the British Pharmacopœia should lag so far behind all its kindred scientific vocabularies in leaving open every possible loophole through which the always ineradicable element of human error can penetrate. . . . . The dispenser must have before him the original signed copy of the prescription, if it contains any scheduled poison. . . . The principle . . . . which ordains that a doctor's prescription should be in his own handwriting, instead of being typed, as many busy doctors' letters are. It is not only dangerous to allow a prescription to be made up from a copy; it is also a gross breach of the law of the land."

The two million readers of "The Daily Mail" presumably know the Koran by heart, and can thus appreciate the recondite allusion to its opening verse. It may be inferred, indeed, that the author of the dictum that "the line that divides life from death is infinitely narrower than" a stroke of the pen must be a poet as well as an Orientalist. Another poet, Edward FitzGerald, wrote of the hair that "perchance divides the false from true," but forebore to enter on comparisons in respect of its width. Oddly enough, the slap-dash commentator of the "Mail" nullifies a good deal of his effusion by the ingenuous remark that "chemists understand the difference between these [symbols] clearly." A relative of the patient who lost his life made, in "The Morning Post" of January 18, the practical suggestion that the originals of prescriptions (or medical orders) should in all cases be sent to the chemists: perhaps this tragic and needless accident will teach the "Mail's" medical correspondent and other doctors to see that all necessary precautions are taken in connection with operations. We have thought it desirable to put on record a particularly inept piece of journalism: the misstatements with which it is adorned are so obvious to our readers that we do not propose to occupy space in pointing them out.

Drug-Tariff Peculiarities

SEVERAL curious things may be discovered in the drug tariff. There may be good reasons why certain principles have been adopted and why cases which appear to be similar are not treated exactly alike, but without inside knowledge one may be forgiven for thinking that some anomalies exist. Let us take the case of proprietaries. If a prescription is presented for 1 oz. of ointment and the smallest original size is 2 oz., the chemist may supply the original size and mark the form accordingly. Similarly, in the case of a liquid medicament, if ʒj. is ordered undiluted and the original size is ʒviij., the 8-oz. size may be supplied. If the prescriber, however, has combined the proprietary preparation with some other ingredient, the chemist cannot claim the value of the original package. Even though only 1 oz. is ordered and the proprietary is only packed in an 8-oz. size, the chemist is expected to break bulk, and may not claim for any other quantity than that ordered by the doctor. Then there is the case of oxygen. One may have an urgent order for this and may telephone or telegraph for supplies, but one cannot claim for these expenses. According to the tariff the chemist is entitled to the actual carriage charges on oxygen, whereas in the case of insulin or vaccines he may claim postage, telephone calls, and all other legitimate out-of-pocket expenses.

If he gets a prescription for a lotion containing spirit, he must examine the wording carefully before dispensing it, in order to avoid loss on the transaction. If "spirits" or "spirit. vini meth." is ordered in a preparation for external use, then the tariff says that the chemist shall interpret this as industrial methylated spirit, and the price of this is all that would be allowed. But if "spirit. vini" or "alcohol" is ordered, presumably the chemist is quite justified in dispensing rectified spirit.

Ounce signs may cause quite a diversion in the pharmacy. One might even propound the query "when is an ounce not an ounce?" The tariff states "oz." for solid drugs means avoirdupois weight, but "oz." for liquid drugs means apothecaries' weight. Suppose, then, the writer has a prescription:—"Menthol ½ oz., camphor ½ oz. Mix." The resulting preparation should weigh 437½ gr. But suppose instead that his prescription runs like this: "Camphor., menthol, partes æquales. Mitte 1oz." Should this not be dispensed as 480 gr.? Again, there are times when the apothecaries' sign ʒi. really meants 437½ gr., as when "Lint ʒi." is ordered.

Here is a curious distinction between liquid and solid medicaments. If the prescriber orders two bottles of a mixture, the chemist gets two fees; but if he issues a prescription for "Conf. sulph. and conf. sennæ, of each one ounce. Mix. Send two boxes," only one fee is payable. To take another example: ʒiv. of soap liniment directed to be dispensed in two containers would get two fees, but ʒiv. of potassium iodide and soap liniment in two containers would, presumably, only get one fee.

One more example of the curiosities of the drug tariff must suffice. The fee for a hypodermic syringe, costing 2s. 6d., which is kept in stock, is 6d., but if one supplies a special catheter or a ring pessary which costs 2s. 6d., the fee is only 2d., although in all probability one has to obtain it specially. It is said that it takes a whole army of lawyers to understand and interpret the law, and it is fairly obvious that an ordinary chemist stands very little chance of understanding such a complicated instrument as the drug tariff.—ANOM (14/11).

A PERUVIAN GOVERNMENT DECREE recently issued exempts "perfumed soap" from Law 4,480 imposing a luxury tax of 10 per cent. *ad valorem* on articles of perfumery.

ARSENIC IN ORANGE SHELLAC.—The United States Shellac Importers' Association has appointed a special committee to fix the amount of arsenic sulphide (orpiment) to be allowed in orange shellac. It is stated that excess of arsenic in orange shellac has been growing steadily for some time. A normal arsenic content is two-tenths of one per cent., but of late as much as one per cent. has been found. This excess has caused trouble in wood-finishing processes, there being a tendency of the finish to turn green.

New Books

Peake, A. W.—*The Law of Principal and Agent.* 7¼ in. by 4¾ in. Pp. 134. Price 4s. net. Effingham Wilson, 16 Copthall Avenue, London, E.C.2. [Here is an excellent little digest of the law of a subject that is of importance to every business man. A clear explanation is given of what constitutes an agency, how it is formed, how it may be terminated, and the different classes of agents. Other chapters are devoted to the rights and duties of principal and agent as between themselves and to the relations between them on the one hand and third parties on the other. The book is well arranged and clearly written.]

John, Henry J., M.A., M.D.—*Diabetic Manual for Patients.* 7¾ in. by 5¼ in. Pp. 202 8s. 6d. H. Kimpton, 262 High Holborn, London, W.C.1. [This is a non-technical guide for a person suffering from diabetes, the information given being that which will enable a sufferer to co-operate more successfully with his medical adviser in the treatment of the disease. Considerable space is devoted to insulin and insulin treatment. Among much useful data are food tables showing the amount of carbohydrate contained in articles of food, coloured charts to assist in calculating the carbohydrate-protein-fat value of common foods, a week's menus for a patient who may have 1,800 calories daily, and eighteen pages of food recipes.]

Newcomb, E. L., Darbaker, L. K., Fischer, E. B., and Gathercoal, E. N.—*Kraemer's Scientific and Applied Pharmacognosy.* Third edition. 9¼ in. by 6 in. Pp. 893. 37s. 6d. Chapman & Hall, Ltd., 11 Henrietta Street, London, W.C.2. [The revision in the new edition of this well-known text-book, which in its turn was derived from Kraemer's "Course in Botany and Pharmacognosy," first published in 1902, has been thorough. A new "key" for the microscopical examination of powdered drugs is provided; information concerning constituents has been critically reviewed; the etymology of names is now included; fifteen monographs on drugs appear for the first time; 300 additional statements on the yield of ash are introduced; and there are other salient features, mention of which will be found in Dr. Newcomb's preface. The numerous illustrations are well printed, and the general arrangement of the sections is unchanged.]

Goddard, A. E. & D.—*Organometallic Compounds.* 9 in. by 6 in. Pp. xxviii + 418. 25s. Charles Griffin & Co., Ltd., 42 Drury Lane, London, W.C.2. [This volume forms Part I of Volume 11 of "A Text-Book of Inorganic Chemistry," edited by Dr. J. Newton Friend. It gives a fairly complete account of the preparation and properties of organic compounds of the elements of Group I-IV of the periodic classification, and describes nearly 2,300 compounds. The term "organometallic" is applied in this volume only to compounds containing a second element directly linked to carbon, and excludes those in which the element is linked by oxygen or nitrogen. Double compounds of organic substances with inorganic salts are also omitted. The preparation of all key compounds has been shown in detail. The appendix gives the physical constants of a large series of compounds, and throughout the book attention has been paid to physical properties. A name index, patent index and a comprehensive subject index are provided. The book provides for the first time in any language a monograph on the organic compounds of the above groups (with the exception of mercury), and an endeavour has been made to include all known compounds.]

Fraprie, Frank R., and Wall, E. J.—*The American Annual of Photography,* 1929. 9½ in. by 7 in. Pp. 240 + 68. 7s. 6d. American Photographic Publishing Co., Boston, U.S.A. [The forty-third volume of this well-known publication contains so great a variety of articles and pictorial illustrations as to be of universal appeal. Among the former, those of technical interest include "The Reproduction of Colour in Monochrome," "The Photographic Rendering of the Visual World," and "A Practical Digest of the Year's Work in Photography" (the author of the last-named is the late Mr. E. J. Wall), while on the popular side there are, among others, "Child Portraiture," "The Pattern of the Picture," "Stereoscopic Photography To-day," "The Bromoil Process" and "An Ideal Travelling Camera." Amateur cinematography is represented by the articles on the "Kodacolor Process," "What Have Amateur Movies to Offer You?" and "Accessories for the Cine Amateur and How to use Them." Colour photography is dealt with in a description of the making of "Two-colour Transparencies." Eight pages are devoted to formulas which include those advocated by manufacturers for developing their plates and papers, reducers, intensifiers, and weights and measures. There are nearly 100 reproductions of pictorial works representative of photographers in most parts of the world. The volume is printed on heavy art paper, and is obtainable in this country from Sands, Hunter & Co., Ltd., 37 Bedford Street, Strand, London, W.C.2.]

Small, James, D.Sc. (Lond.), Ph.C., F.L.S.—*A Text-book of Botany.* 8⅛ in. by 5⅜ in. Pp. 681, with 1,350 illustrations. 21s. J. & A. Churchill, 40 Gloucester Place, London, W.1. [Professor Small's text-book of botany for medical and pharmaceutical students, first published in 1921, has reached the second edition. It remains the same in the main essentials as when it first appeared, but opportunity has been taken in the second edition to correct certain errors and misprints which had crept in. Fuller treatment has been given to alcoholic fermentation, diatoms, and the natural orders Rubiaceæ, Myrtaceæ and Caprifoliaceæ. The summaries on carbon assimilation and geotropism have been brought up to date. The essentials of physiological phenomena still receive full treatment, and a more direct method of determining the respiratory quotient is given. The explanations given of some of these phenomena make the book more interesting from the student's point of view. The book covers the syllabus for botany in the Preliminary Scientific examination and the Pharmaceutical Chemist Qualifying examination, and will be useful for university degree students also. Appendix I gives the diagnostic characters of the medicinal or poisonous plants included under pharmacognosy in the syllabus for the Chemist and Druggist Qualifying examination; appendix II sets out a scheme for the description of a plant in technical language; and appendix III gives tests for tissues and other plant substances. This book has already proved its utility, and takes its place as one of the best of the current text-books on botany.]

Sollmann, T., and Hanzlik, P. J.—*An Introduction to Experimental Pharmacology.* 9½ in. by 6 in. Pp. 321. 20s. W. B. Saunders Co., Ltd., London and Philadelphia. [The present volume consists of a course of exercises accompanied by explanatory text, illustrated by diagrams, and a series of examination questions. The experiments are to be carried out by students themselves, who should have received previously a good laboratory training in physiology. The book is divided into two parts: Part I, which is devoted to chemical pharmacology, and Part II, pp. 93-321, which deals with experimental pharmacodynamics. The work set out to be done by students in Part I is largely of an analytical character, and includes a series of tests to be carried out on plant constituents, pharmaceutical preparations and poisonous drugs. Other chapters deal with corrosives, antiseptics, poisons and chemical antidotes, excretion of drugs, osmotic and colloidal phenomena. Part II deals with the study of the reactions of living matter to chemical changes in environment. The subject matter has been grouped by the various organs and functions, and emphasis is put on experimental demonstrations. The appendices contain particulars of the general equipment, material, apparatus, reagents, etc., required for the performance of the practical work set out in the text, and experiments for class demonstration to illustrate the subject matter of each chapter are described. A table of doses for various animals is given, and a list of reference books is included. Outline courses of instruction arranged at American universities in the subjects dealt with in the text have been drawn up. The essentially practical character of the book, which should prove of value for the acquirement of experimental technique in pharmacology, is an outstanding feature.]

Zanzibar Clove Industry

ACCOUNTS of the clove harvesting work and particulars of quantities and market prices compared with former years are to be found in the 1927 annual report of the Agricultural Department of the Zanzibar Protectorate. The heavy and persistent rain during the last quarter of the year was a severe handicap to the harvesting operations, and great difficulty was experienced, not only in picking the cloves, but in drying them satisfactorily. Many growers did succeed in producing cloves of good quality by exercising great vigilance and care, although the greater proportion of the crop marketed was of poor quality. Everyone engaged in the industry could not help but realise the need for some method of drying which would overcome the difficulties occasioned by persistent wet weather. "Artificial" drying processes can be applied to the problem, but by reason of the nature of the material the operations require very careful control. This was exemplified experimentally in December, 1927, and though the actual experiment was disappointing, it was evident that with a properly designed hot-air dryer, with induced draught, it would be possible to dry cloves rapidly and effectively with but a small loss of essential oil by volatilization. It is most unlikely that any individual grower would be able to consider the installation of a hot-air dryer, though it may be that the Clove Growers' Association will later be able to give attention to the question of operating mechanical dryers on a co-operative basis if other projected attempts to solve the problem fail. There can be little doubt that natural air drying under good weather conditions is the simplest, cheapest, and most satisfactory method of preparing dried cloves of good appearance without serious loss of essential oil in the process. In adverse weather conditions, if all cloves after picking could be protected from rain and kept in very shallow layers, a product of good appearance and colour would be assured. Work is proceeding on these lines. Another possible way of overcoming the difficulty is to apply an artificial conditioning process to cloves already partly dried in the usual way. It is not unusual on inspection to find cloves, regarded as ready for sale in the rainy season, containing from twenty to twenty-four per cent. of moisture, and they require further drying before they are fit for export. Experiments with the maize conditioning plant as a conditioner for such cloves were unsuccessful, but inconclusive. It should not be difficult to design a conditioning plant which would fulfil the requirements of speedy and satisfactory drying with a minimum loss of oil. Further investigations are deferred until the work on natural air drying is more advanced, and experimental inquiry in the laboratory has elicited information in the rate of loss of moisture and essential oil under given conditions of temperature and humidity.

The year 1927 was particularly noteworthy by reason of the formation of the Zanzibar and Pemba Clove Growers' Association. It is early to state what the effect of this organisation on the agricultural industries of the islands may be, but the first season's working has been most encouraging, both to the members and to the Government. Primarily formed to assist in the reduction of the cost of production of the staple product of the Protectorate, the association bids fair to develop into an agricultural organisation, working on more general lines, and concerned with the production, transport, and local marketing of other products of the soil. The principal activity during the season under review was the control of rates of pay for clove picking with the object of securing a more even distribution of labour during the clove harvest. An important effect of such control is to prevent the richer plantation owners from obtaining an unreasonable proportion of labour by reason of their ability to offer greater attractions to pickers. The determination with which the Pemba growers refused to advance the rate, even when pickers from Zanzibar refused to work there, and returned almost immediately, is particularly noteworthy. One pice per pishi of green cloves is equivalent to half a rupee per frasla of dried cloves, so that the standard rate for picking for 1927-28 (5 pice per pishi) was not unreasonable, either from the pickers' or growers' point of view, when it is remembered that the crop was a heavy one, and the market price lower than for some years. At this rate a clove picker can earn a rupee a day without difficulty, and this compares favourably with the rates paid for other work in both islands. Reviewing the position created in Pemba last season it was suggested that pickers there should be paid a slightly higher rate, and a meeting finally fixed a rate of 1 pice more per pishi than Zanzibar at any given time. An investigation of the possibilities of co-operative transport and marketing was commenced on November 1, 1927, in Zanzibar. Two receiving stations were opened, one at Mahonda and one at Koani, growers being encouraged to deliver their produce at these centres for transport to town for sale. At the time of delivering, the cloves were weighed and an advance of money given on the spot to the extent of about ninety per cent. of the actual duty unpaid value. Bags were returned to the owner, and the cloves bulked in accordance with their quality; superior, medium and inferior grades being bagged separately and marked accordingly. As soon as a sufficient quantity had been thus collected, transport to town was arranged, and sale effected from time to time through a broker. The balance of the money realised after payment of duty and deduction of charges was paid to the owner at the collecting station on production of a ticket given to him at the time of delivery. In other cases, where larger consignments were involved, motor-lorry transport direct to town was arranged, and the cloves sold through a broker. Transport, handling and brokerage charges were deducted from the duty-paid sale price, together with a small commission, and the balance paid to the owner as before. The amount of produce handled up to December 31 is not indicative of the extent to which the scheme developed early in 1928. It may, however, be said that the idea has appealed to the growers, and the small grower, by reason of the fact that he has obtained good prices without difficulty, finds it specially advantageous. There are growers who by being in debt to merchants, etc., are not free agents, and therefore cannot make use of the association. Work of this nature is of value to the industry, as all produce offered for sale through the association is subjected to close examination, and only dry cloves, free from excess of foreign matter, are accepted. Stems are also required to be satisfactorily clean and dry.

The annual report of the agricultural officer of Zanzibar states that during the year 1927 the Agricultural Produce (Adulteration) Decree was enforced for the first time; the methods of application were therefore of a more or less tentative nature, but on the whole the working has been satisfactory, and no complete deadlocks such as were experienced in 1926 occurred. The work has resulted in a general improvement in the quality of the produce, and the statistics given below refer solely to the Pemba crop, upon which most of the attention has been concentrated.

Quarterly period	Inspected		Passed		Passed after analysis		Guarantees	
	Bags	Lots	Bags	Lots	Bags	Lots	Bags	Lots
First ..	97,316	1,327	80,218	1,114	7,489	87	10,124	131
Second .	32,020	640	27,073	541	2,568	47	2,379	52
Third ..	15,771	446	13,973	397	758	20	1,040	29
Fourth.	80,484	1,256	47,898	789	3,521	50	28,740	415
Totals .	225,591	3,669	169,162	2,841	14,336	204	42,283	627

This represents a percentage of 81.3 passed.

Broadly speaking the area under cloves is not very satisfactory. Many trees have been planted on unsuitable land; they have since been neglected, and in places they have either died out or become choked by long grass and bush. Almost all this land has been planted too thickly, and the trees have to compete with a large variety of other plants, including the weeds from uncleared shambas. Young trees are only seen in the better areas, and here they have been planted in a haphazard way; they are mostly uncared for, and are too close to large trees to enable them to establish a sound habit of growth.

The report of the agricultural officer for Pemba remarks on the unusually heavy rainfall during the months of October, November and December (31.2

inches), which caused considerable difficulty in drying cloves, and this, coupled with the enforcement of the Agricultural Produce (Adulteration) Decree, created some consternation amongst producers and buyers who were prevented from shipping wet cloves from Pemba. It was observed that while there are many young clove trees about the districts, a large proportion are self-grown, and growing in old clove areas where the original trees have died. Those that have been planted are generally in an unsatisfactory condition owing to the lining and planting having been badly done, and the young trees overcrowded. The following is a summary of the work performed :—

District	Plantations inspected	Bearing trees checked	Young trees sealed
Weti	872	22,149	41,970
Chake Chake	509	15,036	7,656
Mkoani	129	1,317	1,936
Totals	1,510	38,502	51,562

The trees sealed during 1927 belonged to the following groups :—1922, 1,311; 1923, 578; 1924, 11,114; 1925, 26,615; 1927, 11,944. A sum of Rs. 3,68,843 was distributed to growers, Rs. 2,95,475 as a bonus on bearing trees, and Rs. 33,545 as a bonus on young trees, the balance being in loans for harvesting.

Many of the clove trees, in Government Plantations, produced but a small crop owing to poor growth and scanty foliage, and so the average production per tree was reduced. The following table gives the stock of clove trees :—

Description	Bearing	Non-bearing	Proportion : Non-bearing to bearing
ZANZIBAR :			
Operated estates ..	109,396	24,000	22 : 100
Leased estates	1,725	—	—
Total	111,121	24,000	22 : 100
PEMBA :			
Operated estates ..	14,006	2,940	21 : 100
Leased estates	6,975	325	4 : 100
Total	20,981	3,265	15.5 : 100
Grand total ..	132,102	27,265	20.6 : 100

Throughout the year a total of 824 samples were submitted to the Government chemical laboratory against 643 in 1926. In addition to this work investigations were continued on clove oil products and calcium eugenate, hitherto undescribed, was prepared and studied. Revenue from the industry to the Government coffers amounted to Rs. 2,03,258. Sixty-six persons made use of the free storage facilities provided, and 18,467 frasla of cloves were deposited under this scheme.

South African Trade

FOUR years having elapsed since the issue of the last report on the economic conditions in the Union of South Africa, Mr. N. Elmslie, H.M. senior trade commissioner in South Africa, has now compiled another (dated June 1928), and published by the Stationery Office as a Department of Overseas Trade booklet at 2s. In the interval the trade position has been satisfactory, both imports and exports showing large and consistent yearly growth. The position of trade between the United Kingdom and the Union is most disquieting, as indicated by the fall in the percentage of imports from 56.4 per cent. in 1922 to 44.8 per cent. in 1927. The suggestion is advanced that the main cause of the decline is the question of price, as cost is the chief consideration in a large proportion of the trade. Although the percentage of total imports from the United Kingdom fell consistently, the actual value of merchandise imported increased year by year from £29,080,026 in 1922 to £35,502,589 in 1926, after which it fell to £33,129,593 in 1927. The one class of any consequence to show a decline was drugs and apothecaries ware, a 1½ per cent. decrease. The stationary condition of trade in the chemicals and drugs classes must be explained by price reductions, as there is no local production worth mention. Details as to the growth of imports, the primary matter in the report, are to be found in the analysis in Appendix I.

In the class of imports which includes all chemicals, drugs and fertilisers, trade has increased from £2,235,103 in 1923 to £2,578,390 in 1927, while imports of United Kingdom origin have decreased from £1,298,913 in 1923 to £1,088,006. *Cyanide (sodium).*—In 1923, 6,899,011 lb., valued at £282,706, were imported, of which 5,982,507 lb., valued at £244,376, were derived from the United Kingdom, while in 1927, out of 10,529,897 lb. imported, valued at £255,622, the United Kingdom supplied only 2,565,042 lb., valued at £88,652. *Crude glycerin.*—In 1923, 5,672,884 lb., valued at £129,466, were imported, of which the United Kingdom supplied 5,027,395 lb., valued at £117,017, while in 1927 she supplied only 1,117,887 lb., valued at £35,682, out of a total of 4,793,619 lb., valued at £160,761. *Glycerin, distilled, in bulk.*—Imports in 1923 were 5,011,320 lb., valued at £155,612, of which the United Kingdom supplied 2,696,226 lb., valued at £80,985, while in 1927 she supplied 2,135,850 lb., valued at £99,406, out of a total of 4,288,869 lb., valued at £198,331. *Druggists' sundries (not drugs).*—The value of imports has fallen since 1923 from £94,131 to £89,678, and the value of imports from the United Kingdom has declined from £70,079 to £63,571, whereas imports of German origin have increased from £4,988 to £7,414. *Medicinal preparations.*—The value of imports has increased from £156,518 in 1923 to £219,083 in 1927, while in the same period imports from the United Kingdom have risen from £115,067, or 73.5 per cent., to £153,013, or 70 per cent., those from the United States of America from £27,024, or 17.3 per cent., to £45,653, or 20.8 per cent., and those from Germany from £4,074, or 2.6 per cent., to £10,177, or 4.6 per cent. In this section the United Kingdom has failed to retain her share of the increasing trade. *Drugs not elsewhere included.*—It is difficult to compare imports under this heading in 1927 and 1923, as after the latter year many minor items were separately specified, but comparison can be made with imports during 1924. In this year imports were £136,756, of which £97,164, or 71.05 per cent., were of United Kingdom origin, while in 1927 they were £130,107, of which only £88,233, or 67.82 per cent., were derived from the United Kingdom. During this short period imports from many minor suppliers increased, but the largest increase was from Germany—£12,262 in 1924 and £20,702 in 1927. *Perfumery and toilet preparations.*—Imports have increased considerably, from £171,499 in 1923 to £243,600 in 1927. The following table shows the positions of the chief competing countries :—

Source	1923		1927	
	Value in £.	Per Cent.	Value in £.	Per Cent.
United Kingdom	70,932	41.31	145,600	59.77
United States	72,423	42.23	54,650	22.43
France ..	25,141	14.66	37,904	15.56
Germany ..	1,856	1.08	4,654	1.91

Blacking and boot polish and other polishes were imported in 1927 to the value of £92,420 and £89,684 respectively. These are mainly of United Kingdom manufacture, and no unusual competition has to be recorded. *Soap.*—A small import trade still remains, although the local industry is strong and well organised. Imports of all kinds were £110,140 in 1927 as compared with £94,805 in 1924. United Kingdom manufacturers have, however, lost ground in almost every class of soap, the total amounting to £42,516 in 1927 against £44,964 in 1924. *Linseed oil.*—Linseed oil, raw and boiled, is imported in considerable quantity, the value recorded in 1927 being at £75,105. Until recently supplies came almost wholly from the United Kingdom, but during the last three years oil from Holland has been coming in increasing quantities. In 1927 Holland obtained business to the value of £5,255, or 7 per cent. of the whole. *Baking powder.*—Imports in 1927—£76,579—almost the whole of which were derived from the United States of America. Imports from Great Britain were only £703

New Chinese Customs Tariff

A NEW Chinese Customs tariff comes into operation on February 1, which is based in the main on the present tariff (as enforced since 1923), the new rates being made up of the existing rates on the basis of a general 5 per cent. *ad valorem*, plus amounts equivalent to the interim surtaxes which were drawn up by the Representatives of Great Britain, Japan, and the United States in connection with the Chinese Tariff Conference in 1926. The specific duties of the tariff are expressed in Haikuan taels, 100 Haikuan taels being equivalent to 111.40 Shanghai taels. (The current quotation of the Shanghai tael is about 2s. 7¼d. per tael.) In the case of *ad valorem* duties, the values in invoices are converted into Haikuan taels at exchange rates fixed by the Chinese Maritime Customs for the principal foreign currencies and published locally at the beginning of each month. The tariff is printed in full in the Board of Trade Journal (January 17). and the items of interest to the chemical and drug trades are as follows :—

	Hk. tls.
Mercury .. .. picul	8.80
Agar agar .. .. ,,	0.42
Baking powder	12½% *ad val.*
Soy .. .. picul	1.00
Aniseed, star :—	
(*a*) 1st quality (value Hk. tls. 15 and over per picul) picul	2.70
(*b*) 2nd quality (value under Hk. tls. 15 per picul) picul	1.50
Asafetida	12½% *ad val.*
Betelnuts, husk, dried .. .. picul	0.65
Betelnuts, dried .. .. picul	0.775
Camphor, crude or refined (including shaped) ,,	17.10
Camphor baros, clean .. .. catty	6.75
Camphor baros, refuse	22½% *ad val.*
Cardamoms, husk .. .. picul	0.40
Cardamoms, inferior .. .. ,,	4.50
Cardamoms, superior .. .. ,,	46.50
Cassia lignea and buds .. .. ,,	3.00
Cassia twigs .. .. ,,	0.475
China-root .. .. ,,	4.00
Cinnamon, in bulk .. .. ,,	20.25
Cloves, in bulk .. .. ,,	4.05
Cloves, mother .. .. ,,	1.665
Cocaine	12½% *ad val.*
Galangal .. .. picul	0.60
Ginseng, clarified or not clarified (including board, roots and cuttings, but not including wild ginseng):—	
(*a*) 1st quality (value over Hk. tls. 35 per catty) catty	11.70
(*b*) 2nd quality (value over Hk. tls. 25 but not over Hk. tls. 35 per catty) .. .. catty	6.75
(*c*) 3rd quality (value over Hk. tls. 11 but not over Hk. tls. 25 per catty) .. .. catty	4.05
(*d*) 4th quality (value over Hk. tls. 6 but not over Hk. tls. 11 per catty) .. .. .. catty	1.935
(*e*) 5th quality (value over Hk. tls. 3 but not over Hk. tls. 6 per catty) .. .. .. catty	1.035
(*f*) 6th quality (value not over Hk. tls. 3 per catty) catty	0.396
Ginseng, wild	22½% *ad val.*
Hops	17½% *ad val.*
Isinglass, vegetable .. .. picul	7.40
Malt .. .. ,,	1.435
Morphine in all forms	12½ % *ad val.*
Nutmegs .. .. ,,	8.10
Peel, orange, in bulk .. .. ,,	2.225
Pepper, black .. .. ,,	1.44
Pepper, white .. .. ,,	2.79
CHEMICALS	
Acids, acetic .. .. picul	1.80
Acid, boric :—	
(*a*) In packages of not less than 7 lb. each .. picul	1.44
(*b*) In packages of less than 7 lb. each	12½% *ad val.*
Acid, carbolic	12½% *ad val.*
Acid, hydrochloric, in bulk .. .. .. picul	0.36
Acid, nitric .. .. ,,	0.825
Acid, sulphuric .. .. ,,	0.27
Ammonia, in bulk .. .. ,,	2.75
Ammonia, chloride (i.e., sal ammoniac) .. ,,	2.50
Ammonia, sulphate .. .. ,,	0.42
Bleaching powder .. .. ,,	0.42
Borax :—	
(*a*) Crude .. .. picul	0.72
(*b*) Refined .. .. ,,	1.20
Calcium, carbide .. .. ,,	0.60
Copper, sulphate .. .. ,,	1.30
Glycerin :—	
(*a*) In packages of not less than 28 lb. each picul	4.00
(*b*) In packages of less than 28 lb. each	15% *ad val.*
Naphthalene .. .. picul	1.30
Potassium, bichromate .. .. ,,	3.00
Saltpetre .. .. ,,	1.095
Soda ash .. .. ,,	0.325
Soda, bicarbonate, in bulk .. .. ,,	0.725
Soda, caustic .. .. ,,	0.90
Soda, crystals .. .. ,,	0.40
Soda, crystal, conc. .. .. ,,	0.825
Soda, nitrate .. .. ,,	0.615
Soda, silicate .. .. picul	0.50
Soda, sulphide .. .. ,,	0.39
Spirits of wine and rectified spirits or alcohol (including unsweetened arrack, methylated spirit, wood alcohol, and fusel oil) .. .. .. imperial gallon	0.105
Chemical and chemical compounds, not otherwise enumerated :—	
(*a*) Mineral acids and all other heavy chemicals ..	7½% *ad val.*
(*b*) Others	12½% *ad val.*
DYES AND PIGMENTS	
Aniline dyes, not otherwise enumerated	17½ % *ad val.*
Bark, mangrove .. .. picul	0.325
Bark, plum-tree .. .. ,,	0.475
Bark, yellow (for dyeing) .. .. .. ,,	0.625
Blue, Paris or Prussian .. .. ,,	6.00
Bronze powder .. .. ,,	8.75
Carbon black (lamp black)	3.25
Carthamin	12½% *ad val.*
Chrome yellow	12½% *ad val.*
Cinnabar .. .. picul	11.00
Cobalt, oxide	12½% *ad val.*
Cochineal	12½% *ad val.*
Cunao or false gambier .. .. picul	0.475
Cutch or gambier .. .. ,,	1.20
Dyes, pigments and colours, unclassed	12½% *ad val.*
Gamboge .. .. picul	7.25
Green, emerald, Schweinfurt or imitation .. ,,	4.25
Hartall (orpiment) .. .. ,,	1.70
Indigo, artificial, containing not more than 20% indigotin (higher strengths in proportion) .. ,,	6.60
Indigo, dried, natural .. .. ,,	19.80
Indigo, liquid, natural .. .. ,,	1.23
Indoin	17½% *ad val.*
Laka-wood .. .. picul	0.50
Lead, red, white and yellow .. .. .. ,,	1.625
Logwood extract .. .. ,,	1.925
Nutgalls .. .. ,,	2.50
Ochre	12½% *ad val.*
Safflower .. .. ,,	1.625
Sapanwood .. .. ,,	0.475
Smalt .. .. ,,	5.00
Turmeric .. .. ,,	0.50
Ultramarine .. .. ,,	3.50
Vermilion .. .. ,,	11.25
Vermilion, artificial	12½% *ad vol.*
White zinc	12½% *ad val.*
Tans and tanning material, paints, varnish and paint material, not otherwise enumerated	12½% *ad val.*
GUMS, OILS, SOAP, VARNISHES, WAX, ETC.	
Gum acacia .. .. picul	3.50
Dragons-blood .. .. ,,	11.20
Myrrh .. .. ,,	1.925
Olibanum .. .. ,,	2.625
Gum resins .. .. ,,	1.26
Shellac and button lac .. .. ,,	12.25
Oil, castor, lubricating .. .. ,,	3.50
Oil, castor, medicinal	17½% *ad val.*
Oil, coconut .. .. picul	1.75
Oil, hardened	17½% *ad val*
Oil, olive, in bulk .. .. .. imperial gallon	0.49
Soap, household and laundry (including blue mottled), in bulk, bars, and doublets ; duty to be charged on nominal weights, provided that such weights be not less than true weights and that a bar does not weigh less than 7 oz. .. .. picul	0.99
Soap, toilet and fancy	10% *ad val.*
Stearin .. .. picul	3.15
Turpentine :—	
(*a*) Mineral .. .. imp. gallon	0.14
(*b*) Vegetable .. .. ,, gallon	0.277
Wax, bees, yellow .. .. picul	7.70
Wax, paraffin .. .. ,,	0.57
Wax, vegetable .. .. ,,	3.85
Gums and resins, waxes, tallow and oils (fatty, essential or volatile), n.o.e.	17½% *ad val.*
Soap-making materials, n.o.e.	7½% *ad val.*
UNENUMERATED GOODS	
Manicure sets, or parts thereof, powder puffs or cases and vanity cases	22½% *ad val*
Medicine or medicinal compound preparation, or substance, for either internal or external use, which is not included in any official Pharmacopœia and of which the formula (i.e., the definite nature and proportion of the constituent parts) is not shown on the label or container	15% *ad val.*
Barometers, themometers, drawing, medical, nautical, optical, surgical and all other scieutific instruments and all parts or accessories thereof, unless otherwise enumerated	12½% *ad val.*
Perfumery, cosmetics, shaving soap, face cream, tooth paste, talcum or other toilet powder, hair tonic, and all other preparations for the hair, mouth, teeth or skin	22½% *ad val.*
Photographic and cinematographic products, apparatus and materials of all kinds (except chemicals) ..	17½% *ad val*
Spectacles, eyeglasses, goggles, telescopes, binoculars, and all other optical goods aud parts or accessories thereof	17½% *ad val.*
Sponges	12½% *ad val.*
Toilet equipment (such as combs, brushes, etc.) :—	
(*a*) Fancy	22½% *ad val.*
(*b*) Others	12½% *ad val.*

N.o.e.—not otherwise enumerated.
Picul=100 catties=133⅓ lb. avoir.

Trade Report

The prices given in this section are those obtained by importers or manufacturers for bulk quantities or original packages. To these prices various charges have to be added, whereby values are in many instances greatly augmented before wholesale dealers receive the goods into stock, after which much expense may be incurred in garbling, packing, etc. Qualities of chemicals, drugs, essential and fixed oils, and many other commodities vary greatly, and higher prices than those here quoted are charged for selected qualities of natural products even in bulk quantities.

42 Cannon Street, E.C.4, January 24

THERE is little of interest to report in the Mincing Lane produce trade this week, the position having been somewhat aggravated by severe financial trouble in the speculative markets, which has resulted in the suspension of two firms engaged in the produce trade. Menthol has been in good demand on spot, and on balance the price is slightly higher, and a considerable business has been done in parcels declared. Matto Grosso ipecacuanha has further advanced. African ginger to arrive has been active, and closes dearer; pepper has been in large speculative demand and is much dearer on the week, particularly white Muntok. There are practically no changes in the market for pharmaceutical chemicals, and although business is fairly satisfactory, it is mostly in small lots at very competitive prices. Sulphonal is a trifle steadier, and chrysarobin has been advanced by 2s. per lb. Essential oils are still slow, and the changes in value involve lime and spearmint, which are firmer, with bay and Japanese dementholised peppermint (c.i.f.) on the easy side. Among the industrial chemicals a very fair volume of business has been done, and prices on the whole are firm. Caustic soda on contract from home makers has been reduced. Acetone is firm and active. Methyl alcohol is rather dearer and in fair demand. Copper sulphate is very firm. Among the fixed oils, business has been quiet with most items unchanged in value. Linseed is firmer, rape is higher and turpentine has eased somewhat: castor shows a slight recovery on dull trading: cotton is easier and palm unsteady.

Higher	Firmer	Easier	Lower
Chrysarobin	Lime oil	Antimony (Ch. reg.)	Shellac (spot T.N.)
Citric acid (c.i.f.)	Linseed oil	Bay oil	Soda, caustic (contracts)
Dextrin (Amer.)	Menthol	Cotton oil	Pitch
Ginger (Afr., c.i.f.)	Methyl alcohol	Peppermint oil (Jp. dementh. c.i.f.)	Turpentine
Glucose	Spearmint oil		
Ipecacuanha (M.G.)	Steadier		
Maize starch powder			
Pepper			
Rape oil	Rubber		
Shellac (futures)	Sulphonal		

Crude Drugs, etc.

AGAR AGAR is quiet at 4s. 3d. per lb. for No. 1 Kobe on the spot, and for shipment 3s. 10½d. c.i.f. is quoted.

ANTIMONY is still very dull and Chinese regulus has eased further, being obtainable down to £37 15s. for fair-sized lots. There is nothing doing for shipment and the quotation is about £34 c.i.f., which is nominal. Chinese crude spot is about £32 10s. English regulus is £54 to £55. On account of the accumulated stocks in China there has been a tendency there to slow down operations.

CADMIUM.—Consumers would seem to be adopting a policy of hand-to-mouth buying, while they are undoubtedly already well provided for, after having bought well in excess of their requirements in recent months. More important quantities have been coming in recently, and purchases are now effected at from 4s. 2d. to 4s. 3d. Thus the premium over the terms ruling for forward shipments or arrivals has been appreciably reduced.

CANTHARIDES remain cheap, good bright Russian offering at 1s. 4d. and Chinese at 1s. 6d. per lb.

CEVADILLA SEED is offered at about 95s. per cwt. c.i.f. for a parcel due shortly.

CHAMOMILES.—New crop Belgian is scarce at 275s. per cwt. on the spot. Old crop has firmed up in consequence, and about 235s. would have to be paid for fairly good white.

CLOVES.—Zanzibar are firmer, with spot sales at from 1s. 5½d. to 1s. 5¾d. per lb.; to arrive, the sales include December-February shipment at 1s. 5d. to 1s. 5⅜d. per lb. c.i.f. The landings of Zanzibar in London during the week ending January 19 were *nil* and the deliveries 325, leaving a stock of 2,102, against 11,895 in 1928 and 7,216 in 1927. The landings at Madagascar during the week ending January 19 were *nil* and the deliveries 159, leaving a stock of 2,615.

COD-LIVER OIL.—As is usual between seasons, market is quiet, with only retail sales, sellers quoting finest 1928 Lofoten oil at about 135s. per barrel c.i.f. London.

BERGEN, January 18.—Business continues dull, the official quotation for finest non-freezing, steam-refined Lofoten quality being 137s. per barrel c.i.f. London. The new Lofoten fishery will probably begin in a short time. Hitherto stormy weather has hindered any attempt.

COLCHICUM ROOT is quoted at 35s. per cwt. on the spot. Practically no *seed* is available, last year's crop not having materialised, and possibly 210s. would have to be paid.

CORN PRODUCTS, ETC.—Guaranteed water-white American *glucose* (corn syrup) is 22s. 6d. per cwt. for January-March delivery, ex store London. Dutch *maize starch powder* (cornflour) is 16s. 3d. per cwt. on the spot. American is 16s. 9d. per cwt., ex store London, for January-March delivery. Pearl starch is 16s. 3d. for January-March, ex store, London. Dutch *maize starch crystals* is 21s. 6d. on the spot, and American is 19s. 6d., ex store, London, for January-March delivery. Dutch *dextrin* is quoted at 22s. to 26s. per cwt. on the spot as to quality. American canary for January-March delivery is 19s. 4½d. White for January-March delivery is 19s. 1½d., ex store, London. Dutch *farina* is quoted at 14s. 6d. per cwt. on the spot, and to arrive 13s. 6d. per cwt. f.o.b. is quoted.

ERGOT remains quiet and easy with Russian and/or Polish offering at from 1s. 2d. to 1s. 3d. per lb. Spanish is offered at 2s. 8d. and Portuguese at 2s. 6d.

GALLS.—Chinese plum-shaped offer to arrive at 55s. 6d. per cwt. and ordinary shape at 53s. c.i.f.

GENTIAN.—French is quoted at from 33s. to 35s. per cwt. on the spot, with not much available. Rather higher than this is quoted to arrive, owing to scarcity and the inclement weather at the gathering sources.

GINGER.—West African has been in good demand to arrive, down to about 41s. per cwt. c.i.f. having been paid, but, since, owing to "bear" sellers covering, 50s. c.i.f. is now quoted, with little offering at the moment; spot value is about 52s. to 53s.

IPECACUANHA.—Sales of Matto Grosso have been made at a further advance, 12s. per lb. being paid after last week's auction, holders now asking from 12s. 6d. to 12s. 9d.

LIQUORICE ROOT is quiet, with natural offering at 18s. 6d. per cwt. and decorticated Syrian at 37s. 6d. per cwt.

MAGNESIUM.—There is a good steady demand at 3s. 3d. to 3s. 9d. per lb. for sticks, small ingots or bars, and wire is quoted at 7s. 6d. to 12s. 6d., while powder varies from 4s. 6d. to 7s. per lb.

MENTHOL.—The spot market for Kobayashi-Suzuki is firm at 23s. per lb., which price has been paid several times. There seems to have been an unusually brisk spot demand of late, judging from the fact that although arrivals in December were heavy, there does not appear to be much on offer. On c.i.f. terms a large speculative business has been done, mostly in declared parcels, including December at 21s. 6d. c.i.f., January at 21s. 3d. c.i.f. Attempts were again made to break the market in certain quarters by "bear" offers, but as the parcels were quickly taken up sellers withdrew.

MERCURY.—There is certainly no rush of demand, but the position is well maintained, while the chief holders seem content to book orders as they come along on the same terms as for a week or two past. These range from £22 2s. 6d. to £22 5s. for spot lots, less the usual discount. Eastern markets are quiet, but there are further inquiries reported from China.

OPIUM.—The following report has been received from Turkey:—

CONSTANTINOPLE, January 15.—Arrivals during the past fortnight have been 1,467 cases druggists', 364 "softs," and 102 Malatia, a total of 1,933, against 1,795 over the same period last year. Stocks held are now 1,071 druggists', 253 "softs," and 121 Malatia, making a total of 1,445, against 1,333 on this date a year ago. Sales have amounted to 29 druggists' at £T19 to £T23 per oke and 8 "softs" at from £T23½ to £T25⅝. Cold weather has been experienced for some days. Speculators are trying to force prices up, but this is ignored by holders, who are anxious to see big buyers.

PEPPER has been in demand for forward shipment and prices are higher. Fair black Singapore closes at 1s. 5¼d. per lb. on the spot, and January-March shipment at 1s. 4¾d. c.i.f. Lampong is 1s. 5¼d. spot; to arrive, October-December shipment has been sold at 1s. 3¾d. to 1s. 4¾d. and January-March at 1s. 3¾d. to 1s. 4¾d. c.i.f. Tellicherry for January-March shipment is higher at 148s. c.i.f. Alleppy for January-March shipment is dearer at 146s. c.i.f. White Muntok is higher at 2s. 3d. spot, while to arrive the sales include October-December shipment at from 1s. 11¾d. to 2s. 3¾d., January-March 1s. 11¾d. to 2s. 2⅝d. and March-May 1s. 11⅜d. to 2s. 2⅝d. c.i.f.

PIMENTO is quiet at 1s. 1d. per lb. on the spot and for January-February shipment sellers quote 115s. per cwt. c.i.f.

RUBBER.—After last week's excitement, the market is now steadier, and on balance is ⅝d. per lb. better on the week. There has been a fairly active demand for spot and near at hand parcels, and holders do not show any inclination to sell, except at advanced prices. A nervous feeling is still apparent throughout the market, as the failures reported by us last week are larger than at first anticipated. It will take some little time before the extent of the trouble is finally known. Last week arrivals totalled 2,039 tons, whilst deliveries were 1,508 tons, showing a further increase of 531 tons in the stocks. The London stock now stands at 23,547 tons, against 65,450 tons at the corresponding period last year. Quotations (Wednesday, 5 p.m.): No. 1 standard ribbed smoked sheet, spot and January, 10⅝d.; February-March, 10½d.; April-June, 10⅜d.; July-September, 11d. per lb.

SANDARAC.—For shipment from France next month a limited quantity is offered at about 290s. per cwt. e.i.f.; higher prices are expected, owing to scarcity.

SEEDS.—A very quiet market prevails at the present time, buyers showing little or no interest. ANISE.—Spanish is 62s. 6d., and Russian 27s. per cwt. CANARY.—Very little business is passing, Mazagan is 19s. 6d. spot and Saffi 19s. spot. CARAWAY.—Dutch is offered at 36s. c.i.f. for prompt shipment and 36s. 3d. c.i.f. for January-March. CUMIN.—Maltese is 54s. spot, and Morocco 45s. spot and 43s. c.i.f. for forward shipment. CORIANDER.—Morocco is 17s. 6d. spot and 16s. c.i.f. is quoted for forward shipment. FENUGREEK.—Morocco is 18s. spot, and 17s. c.i.f. is quoted for forward shipment. HEMP.—Manchurian is 20s. and Chilian 21s. 3d. on the spot. LINSEED.—Mazagan is 19s. 6d. spot, and 18s. 9d. c.i.f. is quoted for forward shipment. MUSTARD.—English is 30s. to 32s. 6d. spot. FENNEL.—Indian is 68s. spot, and 62s. 6d. c.i.f. is quoted forward. French is 66s. 6d. c.i.f. CARDAMOMS.—Decorticated Bombay are quoted at 5s. 9d. to 6s. per lb., and sales of Guatemalan have been made at 5s. 9d. CELERY.—French is quoted at 75s. per cwt. c.i.f., being unchanged. DILL is quoted at 22s. 6d. per cwt. c.i.f.

SENEGA meets with a fair demand at from 5s. 3d. to 5s. 4d. per lb. on the spot.

SHELLAC.—The spot value of usual standard TN orange quality declined about 2s. 6d. per cwt. since our last, but closed at 192s. 6d. per cwt.; fine orange is 215s. to 320s.; pure button, 235s.; and AC cakey, 215s. To arrive, TN for January-February shipment has been sold at 172s. 6d. to 178s. to 180s. 6d. c.i.f. Sales for delivery include TN for March at 177s. to 188s. to 179s. to 184s. and May at 175s. to 180s. to 177s. 6d. to 185s.

SQUILL.—Fair white quality is offered on the spot at 25s. per cwt.

VALERIAN ROOT.—Belgian is quoted at 70s. per cwt. on the spot.

WAX (VEGETABLE).—Carnauba is dearer at 122s. 6d. per cwt. for fatty grey; afloat is 117s. c.i.f., and January-February shipment 112s. c.i.f.; chalky is now 123s. on the spot; January-February shipment 116s. c.i.f. Prime yellow is unchanged at 205s. spot and 170s. c.i.f. for January-February shipment; Mediana is also unchanged at 190s. spot and 160s. c.i.f. for January-February shipment. Japanese is quiet at 86s. per cwt. on the spot, and for January-February shipment 80s. c.i.f. is quoted.

Essential Oils

BUSINESS continues to be of a hand-to-mouth nature, and there is no life in any single article. The changes in value, as has been the case of recent weeks, are very slight one way or another. Lime and spearmint are a shade firmer, while bay and Japanese dementholised peppermint, to arrive, are easier.

ANISE (STAR).—The position is unchanged, and demand is very light. "Red Ship" on the spot in leads is freely quoted at 2s. 6d. per lb. The shipment values are 2s. 1d. per lb. c.i.f. in drums, 2s. 2½d. in tins or eases and 2s. 3⅜d. to 2s. 4d. in leads.

BAY is a shade easier at 7s. 6d. per lb. on the spot for West Indian oil containing 50-55 per cent. phenols.

BERGAMOT.—No interest is displayed, and values are unchanged at 20s. 6d. to 21s. per lb. e.i.f. and 21s. to 21s. 6d. on the spot for 37-38 l.a.

CAJUPUT is maintained at 3s. 1d. to 3s. 2d. per lb. on the spot as to quantity.

CASSIA is neglected at 5s. 3d. per lb. on the spot for genuine 80-85 per cent. e.a., free from alcohol. For forward delivery there are abundant offers at 4s. 9d. per lb. c.i.f. in leads and 4s. 6d. might even be accepted for a large order. Drums are quoted 4s. 4d. per lb. e.i.f. to arrive.

CITRONELLA is unchanged. Java on the spot is 1s. 11d. per lb. and 2s. c.i.f. is quoted forward. Ceylon is offered at 1s. 8½d. per lb. on the spot and 1s. 7d. e.i.f.

CLOVE.—Second-hand supplies have been fairly well bought up, though a few are still about. English distilled from first hands is now quoted 10s. 6d. per lb. for the 90-92 per cent. eugenol.

DILL.—Continental oil of B.P. quality is held for 9s. per lb. on the spot.

EUCALYPTUS.—Demand for any grade is unimportant and values are unchanged at 1s. 10d. to 2s. per lb., according to percentage of cineol.

GERANIUM.—Bourbon is neglected at 18s. 6d. per lb. on the spot. Algerian is quoted at 16s. 6d. spot.

GINGERGRASS is quoted at 8s. 3d. per lb. e.i.f. and at 9s. 3d. on the spot.

JUNIPER BERRY on the spot is quoted at 5s. 9d. per lb. for B.P. (exot.) quality.

LEMON is maintained at 14s. per lb. on the spot for hand-pressed Silician. Shipment values range from 13s. 5d. to 13s. 8d. per lb. c.i.f.

LEMONGRASS is unchanged at 3s. per lb. on the spot with shipment quoted at 2s. 10d. e.i.f.

LIME.—Fairly heavy arrivals have taken place during the week, but in spite of this the spot value of West Indian distilled is a turn better at 29s. 6d. per lb. Business was done some time ago at 30s. per lb. c.i.f., and as this figure is still quoted the spot price may advance further. Hand-pressed is nominal at 60s. per lb. on the spot.

ORANGE.—Sicilian lacks interest at 18s. 9d. per lb. on the spot with the forward quotation at 19s. c.i.f.

PALMAROSA is in rather more enquiry at 12s. 6d. per lb. on the spot and at 11s. 9d. c.i.f.

PEPPERMINT.—Japanese dementholised is steady and unchanged at 7s. 6d. per lb. on the spot for Kobayashi-Suzuki. January-March shipment is a shade weaker at 6s. 9d. e.i.f. American natural tin oil is unchanged and in poor demand at 14s. to 14s. 3d. per lb. on the spot, and 13s. 6d. to 14s. c.i.f., according to brand.

SPEARMINT is inclined to be firmer at 19s. 3d. per lb. on the spot.

WORMSEED (CHENOPODIUM) is in moderate demand at 9s. 6d. per lb. on the spot and 8s. 3d. c.i.f.

The following arrivals have taken place from the countries indicated during the period January 16 to January 22 (inclusive):—Almond (Fr.), 20 cs.; anise (Ch.), 5 pkgs., (Fr.) 49 cs.; bay (B.W.I.), 7 cs.; cajuput (D.E.I.), 10 cs.; cassia (Ch.), 15 cs.; citronella (Neth.), 4 dm., (Jv.) 6 dm.; eucalyptus (Aust.), 77 dm. 120 cs., (Sp.) 10 cs.; geranium (Neth.), 1 cs.; gingergrass (Br. Ind.), 9 cs.; juniper berry (Ger.), 1 dm.; lavender (Fr.), 3 cs. 2 dm.; lemon (U.S.), 12 dm., (It.) 67 cs.; Lime (B.W.I.), 47 cs.; mandarin (It.), 4 cs.; nutmeg (Neth.), 1 cs.; orange (U.S.), 1 dm., (Fr.) 63 cs., (B.W.I.) 20 cs., (It.) 20 cs.; pennyroyal (Sp.), 1 dm.; peppermint (Jp.), 80 cs.; pine (U.S.), 1 dm.; rosemary (Sp.), 1 dm.; rosewood (Braz.), 3 dm., (Fr.), 2 dm.; sage (It.), 3 cs.; sandalwood (Aust.), 38 cs.; sassafras (U.S.), 5 cs.; undescribed (U.S.), 39 cs., (Fr.) 12 cs.

Pharmaceutical Chemicals, etc.

THERE is very little alteration to report. The market continues steady, while the amount of business passing is fairly satisfactory, although mostly in small quantities and at keen prices. Chrysarobin is 2s. higher.

ACETANILIDE is unchanged with the market quiet; B.P. crystals and powder, 1s. 4¾d. to 1s. 6d. per lb.

AMIDOPYRIN is fairly steady on a quiet market, dealers quoting 7s. 6d. to 7s. 9d. per lb.

ASPIRIN is meeting with the usual demand, with reliable make of home manufacture steady at 2s. 3d. to 2s. 6d. per lb., as to quantity.

BARBITONE is unchanged, with the spot price quoted by dealers about 5s. 6d. to 5s. 9d. per lb., as to quantity.

BENZOIC ACID (B.P.) is receiving some inquiry, with quantities ex works at 2s.; smaller quantities, 2s. 1d. to 2s. 2d. per lb., ex store.

BENZONAPHTHOL is unchanged, with dealers offering five-kilo lots, 2s. 10d. per lb., ex store.

BROMIDES.—The amount of business passing continues limited, with the market steady; dealers quote ammonium, 1s. 11d.; potassium, B.P. crystals, 1s. 7½d.; granular, 1s. 7¼d.; sodium B.P., 1s. 10d. per lb., for quantities in cases; British makers' list prices are unchanged; ammonium, 2s. to 2s. 3d.; potassium, B.P., 1s. 8½d. to 1s. 11½d.; sodium, B.P., 1s. 11d. to 2s. 2d. per lb., as to quantity.

CALCIUM LACTATE is steady, with a moderate business being done; quantities at 1s. 2¼d. to 1s. 2½d.; smaller lots, 1s. 3d. to 1s. 3½d. per lb.

CHLORAL HYDRATE.—Duty-paid crystals is unchanged, with a small business moving; quoted from 3s. 1½d. to 3s. 3d. per lb., as to quantity.

CHRYSAROBIN.—Owing to the scarcity of araroba, of good testing quality, the makers have again advanced their prices by 2s. per lb., now quoting 13s., and slightly less for quantity.

CITRIC ACID.—As regards forward business, the raw material situation continues difficult, and the Combine quote the higher prices of from 2s. to 2s. 0¼d. per lb. c.i.f. U.K., subject to confirmation. On the spot, foreign make is quoted at 2s. 2d. to 2s. 3d. per lb., less 5 per cent. as to quantity.

CREOSOTE (B.P.) is unchanged on a slow market; quoted at 1s. 8d. per lb., for fair quantities.

CREOSOTE CARBONATE continues to be offered on spot at about 5s. 10d. to 6s. per lb.; market is rather dull.

GUAIACOL CARBONATE is meeting with occasional small business on spot; quoted from 4s. 6d. to 4s. 8d. per lb.

HEXAMINE.—There is a fair amount of business being done, but competition is spoiling the market; free-running crystals from 1s. 11d. to 2s. 1d. per lb., as to quantity.

HYDROQUINONE is unchanged at the Convention prices; 3s. 7½d. to 4s. 6d. per lb., as to quantity.

LACTIC ACID (B.P.) is very steady and business is satisfactory; quoted from 1s. 6½d. to 1s. 10½d. per lb., as to quantity.

METHYL SALICYLATE (B.P.) is about steady on a rather slow market as quoted from 1s. 4d. to 1s. 6d. per lb., as to quantity.

METHYL SULPHONAL is unchanged, with spot prices mentioned by dealers at 8s. 9d. per lb.

PARAFORMALDEHYDE is receiving fair inquiry; 100 per cent. powder, in kegs, 1s. 7d. per lb.; smaller parcels, about 1s. 8d. per lb.

PARALDEHYDE is steady, but not very active; quoted from 1s 1d. to 1s. 3d. per lb., as to quantity and packing.

PHENACETIN is selling fairly well, with dealers' prices about steady at 2s. 3d. to 2s. 5d. per lb., as to quantity.

PHENAZONE is unchanged on spot at from 3s. 7d. to 3s. 8d. per lb., as to quantity; business fair.

PHENOLPHTHALEIN continues at the agreed prices of 5s. 11d. to 6s. 1½d. per lb.; sales have been moderate.

POTASH SULPHOGUAIACOLATE is rather firmer at 3s. 6d. per lb.

POTASSIUM PERMANCANATE (B.P.) is steady, but still quiet; quantities in drums at 5½d.; smaller parcels, about 6d. per lb.

RESORCIN is steady for quantities at 2s. 9d. per lb.; smaller parcels, from 2s. 10d. per lb.

SALICYLIC ACID (B.P.) is unchanged, with prices from 1s. 3d. to 1s. 6d. per lb., as to quantity; market is steady.

SODIUM BENZOATE (B.P.) is meeting with a steady business of fair size; quantities in two-cwt. barrels, 1s. 7½d.; smaller parcels, from 1s. 8d. per lb.

SODIUM SALICYLATE (B.P.) is well held as quoted and business seems to have been fairly brisk on limited lines; crystals, 1s. 7d. to 1s. 8d.; powder, 1s. 6¼d. to 1s. 6¾d. per lb., as to quantity.

SULPHONAL is steadier at last week's reduced prices of 6s. 3d. to 6s. 6d. per lb., as to quantity.

TANNIC ACID is steady on a slow market; B.P. leviss, 2s. 10d. per lb., in quantities; smaller parcels, about 3s.

TARTARIC ACID (B.P. crystals) show no change on the week, with foreign make on spot offering at about 1s. 4¼d. to 1s. 4½d. per lb., less 5 per cent., as to quantity; business continues modest in size. Raw material continues very dear, and the tendency of tartaric acid is regarded as upwards.

TERPIN HYDRATE is still neglected; offered from 1s. 5d. to 1s. 6d. per lb.

THYMOL is unchanged on a quiet market; synthetic fine white, 9s. 6d. per lb., in cwt. lots; ex ajowan seed, 11s. 3d. per lb.

VANILLIN is meeting with a limited inquiry; market is steady; 100 per cent. from cloves, about 17s. to 17s. 6d.; ex guaiacol, 14s. 9d. to 15s. 3d. per lb.

Industrial Chemicals, etc.

London, January 23.

A VERY fair volume of business is moving in industrial chemicals, and in a number of instances the spot position is firm, with supplies none too free. Home makers' prices for caustic soda on contract have been reduced.

ACETIC ACID continues in fair demand, with the market steady, 80 per cent. technical, £36 15s.; 80 per cent. pure, £37 per ton, in barrels; glacial, pharmaceutical, 99 to 100 per cent., £66, in glass demijohns; glacial, in barrels, £56 per ton, ex store.

ACETONE is firm and active, with supplies coming to hand slowly: B.G.S., ten-ton lots, £76 10s.; five-ton lots, £78 10s.; one to five tons, £81; less than one ton, £85 per ton, in drums, ex store.

ALUM is steady but quiet; lump, in casks, £8 5s. per ton, ex store; quantities to arrive slightly cheaper.

AMMONIUM CHLORIDE meets with a good demand, and dealers' prices are firm, with grey galvanising at £21 7s. 6d. per ton, in casks, ex store; slightly cheaper for contracts.

ANHYDROUS AMMONIA continues to receive fair inquiry, with the market competitive at about 10d. to 1s. per lb., in loaned cylinders, carriage paid; large contracts slightly cheaper.

ARSENIC.—There is a quiet but restricted demand, and Cornish agents mostly quote £16 5s. f.o.r. mines, although business might be done at less. Mexican high-grade is offering at £17 5s. c.i.f. Liverpool, but business is difficult.

BARIUM CHLORIDE continues in short supply on spot; 93 to 100 per cent. prime white crystals firm, at £11 10s. per ton, in casks, ex store. Forward quotations are about £9 10s. f.o.b. Continent, for quantities.

BLEACHING POWDER is unchanged, with dealers' and makers' offering at £6 12s. 6d. to £7 per ton, for 35 to 37 per cent. available chlorine, carriage paid.

CAUSTIC SODA.—It is understood that the home makers have reduced their home trade prices for contract business as follows: 70 to 72 per cent., £13 12s. 6d.; 76 to 77 per cent., £14 per ton, in four-ton lots, delivered stations.

COPPER SULPHATE.—With the cost of rough bar copper still tending upwards, the market is very firm, with the larger makers open to book at £27 10s. up to £28 per ton for casks f.o.b., less five per cent.

CREAM OF TARTAR.—Foreign 99 to 100 per cent. powder is quoted at from 94s. to 95s. per cwt. on the spot.

FORMALDEHYDE is bright, and prices for 40 per cent. by volume are steady from £36 to £37 per ton, in casks, ex store.

FORMIC ACID has been in better inquiry of late, and prices for 85 per cent. are steady at £46 to £46 12s. 6d. per ton, in carboys, ex store.

ISOPROPYL ALCOHOL continues steady, with supplies in quantities at about 11s. to 12s. per gallon, in drums.

LITHOPONE is steady, and there is a little more life in the market; 30 per cent. Continental red seal, £19 10s. per ton, in casks, ex store; slightly less for contracts.

OXALIC ACID is about steady, but business still seems to be slow; quantities, £30 per ton, ex wharf; cwt. lots, 32s., ex store.

POTASH CAUSTIC is unchanged at Convention prices; business rather better; 88 to 92 per cent. solid, spot, less than one ton, £36 15s.; one to five tons, £33 5s.; five to fifteen tons, £32 15s., in drums, ex store; 30s. per ton less c.i.f. in all cases.

POTASSIUM CARBONATE is steady, but there is not very much business about; 90 to 92 per cent., £25; 96 to 98 per cent., £26 per ton, in casks, ex store; slightly less for contracts.

POTASSIUM CHLORATE is steady, with quantities to arrive at 2⅞d. per lb. ex wharf; spot, from 3d. to 3¼d. per lb., ex store.

POTASSIUM PERMANGANATE remains slow, with commercial quality in quantities at 5⅛d. to 5¼d. per lb., in two-cwt. drums, ex store.

POTASSIUM PRUSSIATE is moving well; quantities, £63 10s. to £65 10s.; single casks, 7d.; small parcels, 7½d. per lb., ex store.

SAL AMMONIAC is bright, with dealers' prices firm; supplies on spot are limited; dog-tooth crystals, £31; medium, £29; fine white crystals, £18 10s. per ton, in casks, ex store; slightly less for contracts.

SALTCAKE is unchanged and remains very dull; home trade, £2 10s. per ton, in bulk, delivered.

SODIUM ACETATE continues firm on spot as quoted, from £21 15s. per ton, in casks, ex store; forward positions are rather easier.

SODIUM BICHROMATE continues steady at the agreed prices of 3½d. per lb. for quantities; small parcels, from 4d.; further advances in prices are not unlikely.

SODIUM HYPOSULPHITE is steady, and there is a little more life; pea crystals, in one-cwt. kegs, £15 to £15 2s. 6d.; commercial quality, £9 10s. per ton, ex store; British makers' price for pea crystals to home consumers on contract, £15 per ton, carriage paid, to buyer's station.

SODIUM NITRITE is unchanged on a quiet market; 100 per cent. basis, £19 17s. 6d. per ton and 20s. 6d. per cwt., docks, London.

SODIUM PRUSSIATE has been in better call, with quantities at 4½d. to 4¾d.; small parcels, from 5d. to 5¼d. per lb., ex store.

SULPHUR.—Demand is not very active, but the market is steady, with American crude at £5 12s. 6d. to £5 17s. 6d. per ton. Sicilian flowers are £12 7s. 6d., refined ground £11, and roll £9 15s., all c.i.f. to arrive.

COAL TAR PRODUCTS, ETC.—PITCH is again easier on a dull market. METHYL ALCOHOL is firm and active. Other items are about unchanged. ANILINE OIL is slow of sale at from 8d. per lb., packages extra, carriage paid. ANILINE SALT is steady at 8d. per lb., packages extra, carriage paid. The market is dull. BETANAPHTHOL is unchanged, with the market quiet; quoted at 10d. per gallon, carriage paid, for quantities. CARBOLIC ACID (39° to 40° C. ice crystals) are steady; quoted at 6¼d. per lb. carriage paid or f.o.b., for minimum five-ton lots, in drums with over-oasks.

Crude carbolic, 60's, about 1s. 11d. per gallon, naked at works. CREOSOTE OIL is quiet and unchanged; ex works, 5½d.; f.o.b., 6½d. per gallon, in bulk quantities. CRESYLIC ACID is slow of sale and unchanged; pale 97 to 99 per cent., American specification, 2s. 4d. per gallon, f.o.b., drums extra; darker grades at cheaper prices. NAPHTHALENE is steady, with little business moving; imported flakes and balls, £15 10s. per ton, in casks, ex wharf. METHYL ALCOHOL is dearer and continues in fair demand; quoted on spot at £46 per ton, in drums ex store, and cheaper forward in quantities. PYRIDINE is slow and nominal at about 4s. 6d. per gallon, f.o.b. TOLUOL has shown a little more business; prices are unchanged; commercial, 90's, 1s. 7d.; pure, 1s. 10d. per gallon, at works. XYLOL is unchanged on a slow market; commercial, about 1s. 7d.; pure, about 1s. 9½d. per gallon, at works. PITCH remains quiet, and is again easier at 34s. per ton, f.o.b. East Coast.

Fixed Oils, etc.

LINSEED OIL shows some improvement on the week. Rape oil is dearer. American turpentine is easier and inactive. Palm oils close dull and unsteady. Other items are about unchanged on the week, with business quiet. ACID OILS.—Business remains quiet, with the market steady; coconut and/or palm kernel, 35s.; groundnut, 31s.; soya, 28s. 6d. spot. CASTOR.—Prices show a slight recovery, but market remains dull; pharmaceutical, 49s.; first pressings, 44s.; second pressings, 41s. 6d. per cwt. in barrels on spot in not less than one-ton lots. COCONUT is quiet, with quoted values about unchanged; deodorised, spot, 46s.; Ceylon, 37s. 6d. c.i.f.; Cochin, 48s. c.i.f. COTTON has been dull and is inclined to be easier; deodorised, 40s.; common edible, 38s.; soapmaking, 34s. 9d.; crude, 32s. 6d. spot. GROUNDNUT.—Business has been slow; deodorised, spot, 48s.; crude Oriental, 40s. c.i.f. PALM KERNEL has remained quiet; deodorised, about 44s.; crude, 39s. 3d. spot. PALM.—Prices quoted show some fluctuation on the week; the market closes quiet and rather unsteady; Lagos, 39s. 6d.; softs, 37s. 9d.; mediums, 37s. 9d.; hards, 38s.; bleached, 40s. 6d. spot. RAPE is firm and dearer; refined, 46s.; crude, 42s. 6d. spot. SOYA has remained quiet; quoted prices unchanged; deodorised, 41s. 3d.; crude, about 35s. spot. LINSEED (raw, naked) shows an improvement on the week, and is at present fairly firm; on spot, 29s. 3d.; January, 28s. 6d.; February-April, 28s. 7½d.; May-August, 29s.; September-December, 29s.; boiled oil, spot, 32s. 9d. Hull, on spot, 28s. 3d.; January-April, 28s. 6d.; May-August, 28s. 9d.; September-December, 28s. 9d. TURPENTINE.—Prices after showing a little improvement have eased again to 48s. per cwt. on spot in spite of small American receipts and reduced stocks: February-April is 48s. 6d. London deliveries for last week were 1,961 barrels, making a total of 5,041 barrels since January 1, comparing with 5,836 barrels the same period last year. Stocks were reduced to 30,502 barrels, comparing with 60,327 barrels a year previous. The landings were 3,325 barrels and afloats 3,125 barrels, this making the London visible supply 35,952 barrels, against 62,477 barrels at the same date last year. RESIN.—Underlying conditions are healthy, but business is slow, with prices, however, showing little alteration. C.i.f. terms for shipment from America were as follows: B/D, 18s. 6d. to 18s. 7½d.; E, 19s. 3d.; F/G, 19s. 10½d.; H/I, 20s.; M, 21s.; N, 21s. 9d.; W/G, 23s. 10½d., and W/W, 26s. Terms ex wharf are 6d. more per cwt. WOOD.—Hankow, in barrels on the spot, is quiet at 73s. 6d. per cwt. OLIVE.—French (B.P.) is quoted at 6s. 3d. per gallon; edible, 7s. 3d., ex wharf. Italian edible, 8s. 6d. per gallonu.

LUBRICATING, MINERAL, BURNING OILS, ETC.—This market continues steady, with a fair amount of business moving. Benzol and lubricating oils are fairly active. BENZOL is bright, with the price of 90's standard motor firm at 1s. 6d. per gallon, ex works, in tank wagons. Ex London works, 2d. per gallon dearer. FUEL OIL is steady, with the market fairly active; 950 gravity, £3 10s.; 980 gravity, £4 2s. 6d. per ton, ex tank. PARAFFIN WAX AND SCALE are unchanged and firm; wax is quoted from 3d. to 5d. per lb., according to melting point, in bags; scale for shipment is offered at about £25 7s. 6d. per ton, drums and barrels free, ex wharf. WHITE OILS have had a fair amount of business; prices are unchanged; special No. 1, £23 15s.; No. 1, £23 2s. 6d.; No. 3, half-white, £30 10s.; No. 4, half-white, £19 10s. per ton, drums and barrels free, ex wharf. SOLVENT NAPHTHAS.—There has been more business passing; prices are unchanged; 90 to 160, 1s. 1½d. to 1s. 2d.; heavy, 90 to 190, 1s. to 1s. 1d. per gallon, naked, at works. PETROLEUM JELLIES are steady and unchanged; white to snow white, £39 to £49 10s.; amber and yellow, £18 10s. to £22; dark stiff green, £11 17s. 6d. per ton, barrels free, ex wharf. LUBRICATING OILS are fairly active and unchanged; spot, pales, £9 15s. to £22; reds, £11 to £21 10s.; dark cylinders, £11 15s. to £28; filtered cylinders, £17 15s. to £29 per ton, less 2½ per cent., ex wharf. Slightly less for tank lots; quotations for shipment are at high rates. SOLUBLE OIL AND CUTTING COMPOUNDS are unchanged at £20 to £28 per ton, net. NO. 1 RUSSIAN OIL is unchanged on spot at £14 per ton, less 2½ per cent., barrels free, ex wharf.

Bulgarian Rose Oil Exports

DURING the month of September 1928 Bulgaria exported 416 kilos. of rose oil, valued at 31,658,464 leva, consigned to the following countries: Great Britain, 63 kilos.; Germany, 26 kilos; Italy, 7 kilos; U.S.A., 39 kilos; France, 278 kilos.; Czechoslovakia, 3 kilos. According to the official statistics published by the Direction-General, Sofia, the total exports of rose oil during the first nine months of 1928 amounted to 2,801 kilos., valuod at 213,590,418 leva.

Control of Norwegian Cod-Liver Oil

BY authority of the law of Juno 22, 1928, the Norwegian Council of State on January 10, says "Norges Handelstidende," published regulations for the control of the production and export of cod-liver oil for medicinal purposes for human consumption, but not for tho so-called veterinary or cattle oil. It is stipulated that every premises used for the production of cod-liver oil shall be subject to such inspection as may be determined by the Department of Commerce, and the actual production is to be subject to more clearly defined rules to be fixed by the Department in regard to delivery and the apparatus used in tho manufacture. During the manufacture of the oil only such liver is to be used as is presoribed in the Norwegian Pharmacopia. The inspectors appointed by the department have the right of taking samples of the materials used and of tho product. Exports of cod-liver oil havo to be accompanied by a certificate of analysis drawn up by a controlling station or chemist approved by the Department. Exports are to be subject to an official licence, and a tax of one kroner per 100 kilos is to be levied.

New Chemical Works at Hull

FOR some time past there has been great activity at Salt End in the neighbourhood of the Hull Distillery, where, apart from a large vinegar works, operations have been carried on on a site of about 35 acres. We now understand from authoritative sources that these works are part of the property of British Industrial Solvents, Ltd., a new subsidiary of the Distillers Co., Ltd., which has just been registered, and their object is to produce at Hull very large quantities of solvents for use in the artificial silk, lacquer and other trades. It is understood that they will be producing very shortly, and tho main products to be manufactured at first are:—Acetone, butyl alcohol and acctic acid, and tho works are being pushed forward with the utmost dispatch. It is only necessary for someone to see the large number of buildings that are being erected to appreciate that it is an attempt on a large scale to manufacture theso chemicals in this country. The esterification works belonging to the same company are situated outside London, where the latest appliances are installed. It has been an open secret for some years past that the Distillers Co., Ltd., have been investigating various methods for making solvents and other articles from alcohol, and the present works are the outcome of a good many years' patient research. Before starting any of the plans for the new factory we understand that investigations were made all over the world into the various methods, and a most modern and comprehensive research department at Epsom has been installed to keep abreast in all matters of interest in the ever-widening field of research. We learn that the large vinegar factory at Salt End, Hull, which has been erected by the Distillers Co., Ltd., is nearing completion and that vinegar will be produced in very large quantities in the near future. The output of this factory for making fermentation vinegar from alcohol will be about one-quarter of the total output of the country, and the land has been laid out for three more factories of the same size. This constitutes a new venture in this country for the manufacture of vinegar, but we understand that the whole question of large-scale manufacture was thoroughly investigated by the company's experts in America and on the Continent before starting on any plans, so that it is confidently considered that the works in question will embody the very latest ideas. The Distillers Co., Ltd., are closely investigating every possible use for alcohol, as, of course, tho high duties on potable spirit, with the resultant effect on consumption, impels them to conduct a progressive policy.

Correspondence

Letters for this section should be written on one side of the paper only. Correspondents may adopt an assumed name for purposes of publication, but must in all cases furnish their real name and address to the Editor.

A "Ucal" Query

SIR,—Being a "Ucal" shareholder for over ten years, and having recently been refused the supply of "Ucal" goods, I should be interested to know if any other reader has been treated in the same way.—Yours faithfully,

FAIR PLAY (10/1).

Dated Foods

SIR,—I do not think many chemists will agree with "Xrayser III's" remarks on dated foods. I have always taken it for granted (and I am glad to say that I have never been disappointed) that out-of-date stock should be credited. With the best of endeavours it is difficult to avoid overstocking. In any small business, if Mrs. A. and Mrs. B. start on Jones's Food, one does not consider half a dozen tins too many; but, as often happens, suddenly they change their ideas (and their food), and six tins becomes perhaps a year's stock—there are so many different foods. Further, it is getting quite frequent for customers to refuse a tin expiring in, say, two or three weeks' time.—Yours faithfully,

COUNTRY CHEMIST (21/1).

Tinctures from Extracts

SIR,—Mr. Franklin, in his article on "The Varying Characters of Certain Galenicals" (*C. & D.*, January 5, p. 11), condemns the use of extracts in preparing B.P. tinctures. I recently had occasion to prepare tincture of ginger from an extract recommended for making this tincture, and on comparing it with a genuine sample of B.P. tincture, that made from the extract was twice as dark in colour, and the flavour was not characteristic of good ginger. The use of extracts for preparing B.P. tinctures should not be indulged in, and I quite agree with Mr. Franklin in condemning such a practice.

Yours faithfully,

JAYBEE (19/1).

The Need of the Day

SIR,—The upheaval has commenced, and no wonder, when an association brought into being by chemists publishes a price list showing an article at 11s. 3d. per doz. unstamped for sale by chemists only and the same article at 12s. per doz, for sale by unqualified dealers. Why should our qualification yield an extra profit of 2s. 3d. per doz. to the manufacturer of this product? And why should the R.P.U. be gagged and bound to such an association . . . ? Anyone casually perusing the journals lately would think that proprietary articles were the be-all and end-all of our existence to-day. Why not a retail drug club embracing everyone displaying a bit of cardboard (gained by the expenditure of much money and burning of midnight oil) in every shop in the country, to have a price list and adhere to it, also a list of reputable manufacturers and wholesalers who would stand by us? And certainly, with the glut of qualified persons opening out up and down the country, we can distribute all the drugs and chemicals the public need. Again, it does not inspire much confidence in either the product or ourselves for the consumer to be asked to pay six different prices in six different shops for, say, the same quantity of best aspirin tablets.—Yours faithfully,

Runcorn. R. DAIN.

SIR,—If the object of the proposed federated chemists' association is to link up the various chemists' associations, keep them in touch with each other, and generally fuse them into a real, live body which will know what it wants and have the support and the courage to place its convictions for consideration before the responsible bodies—the Pharmaceutical Society and the R.P.U.—then it is a most laudable scheme and worthy of the support of all chemists. It would be a big help to our Society, but—there is the doubt—would it not incur official displeasure if the pace went beyond that of "Dilly and Dally"? Some associations have not had one meeting this winter so far; perhaps an able and earnest speaker would be produced to wake at least some of our sleepers ere it is too late. I agree, Mr. McNeal appears to be a man with the interests of the retail chemist at heart, and undoubtedly we should be assured of sincerity. Perhaps other chemists will express their views, realising that this appears to be the only solution to-day of a most critical time in the affairs of the retail chemist and druggist.—Yours, etc.,

TYKE (21/3).

SIR,—"Pharmacopolist's" letter in the issue of January 19 confirms my own point of view; in fact, I have often thought of raising it myself, but thought it too big a question to ever have a chance. The prospects for individual pharmacists as things are tending are very cheerless. I see from recent correspondence many are deluding themselves that "personality" will be our salvation. With the rising generation's *penchant* for continually trying changes, the personality pull is not as strong as it is thought to be, and will get weaker. The position we are in has been largely contributed to by the wholesale houses, who could have scotched the chain-store system in its early days had they only looked ahead instead of being dazzled by the bigger business they were doing with the companies than with individuals, and often doing that business at 25 per cent. to 40 per cent. below the prices they were charging their individual customers. With the increased competition which is ahead from the co-operative societies opening drug departments in the majority of the Northern industrial districts, for whom the C.W.S. will eventually cater, the prospect for the wholesale houses is none too rosy. As the wholesale houses are now disposed to agree on minor matters, they may also agree on major matters—a merger of the wholesale houses could act more efficiently than the suggested union. Ucal, of which I am a member, really conforms to "Pharmacopolist's" suggestion; but it has had to fight hard for its due recognition, and progress is too slow for the purpose in view. A merger of all individual chemist proprietors with the wholesale houses would be the ideal; but how to meet the case of, say, A, making £500 per annum—business worth £1,000—and B, making £1,000 per annum—business worth from £3,000 to £3,500—is a pretty tough problem. Has the R.P.U. ever considered such, or is it prepared to? I would suggest the members of the R.P.U. Executive express their willingness to meet anyone with views on the matter; I would see the nearest member to myself. Given such encouragement, something might issue. The whole matter is too vast to write about; but your readers will, I hope, recognise the enthusiasm for an idea rather than a perfectly composed letter.—Yours, etc.,

J. E. (23/1).

SIR,—I am rather surprised that your correspondents who write under the above heading appear to be unaware of the fact that such a body as that which they are asking for actually does exist and would welcome their co-operation—an organisation that deals exclusively with *bona-fide* qualified chemists, that was formed absolutely for their protection, that already has the names of 50 per cent. of the trade on its register, and further, in the opinion of thousands of chemists, is the only body that can, and does, enable them successfully to withstand the attacks of the multiple trader. It is no use crying for legislation, the time has passed and gone; but chemists can, if they will, band themselves together, own their own factories, make their own galenicals, and use their certificates for themselves. If this interests "Pharmacopolist," "G. H. B.," and others, let them come along and join up, or at least investigate. A line addressed to me will ensure them being supplied with a proposition which cannot fail to interest them. The man with an outlook knows very well that the biggest pharmaceutical fight the country has ever known lies ahead, and the ring is practically ready. It is up to the chemist himself whether he will try to save pharmacy for himself and those who come after him, or whether he is satisfied to

loan himself out as a mere machine. Does not his diploma deserve more consideration than this?

I am, etc.,
CHARLES H. GRIFFITHS

Fairfield, Manchester.

SIR,—"Pharmacopolist" (*C. & D.*, January 19, p. 79) suggests that we require yet another Association, which he entitles the Retail Pharmacists' Manufacturing Union, so that all pharmacists in retail business could be their own wholesalers. But we have already more than one such concern, the shares in which are only available to pharmacists and which supply pharmacists only, and yet all retail pharmacists do not become members. Why not? Well, the principal objection usually raised by those who do not belong to these companies is that other pharmacists in the same street or town would be showing the same goods in the same packs, and so the public would be able to get them at the first chemist's shop they came to, and therefore such trading would not provide a personal connection. And yet these same pharmacists give window shows to nationally advertised articles, and sell drugs and packed goods purchased from wholesalers with a brand mark on them. It is only another instance of the short-sighted way in which most of us run our businesses, which has been so detrimental in the past to the trade at large, although it may have been beneficial in some cases to the individual. There is no reason at all why we should not all deal with a central pharmacists' supply house, owned and run by pharmacists for pharmacists only; drugs and materials could be bought in such quantities that the prices would be right, and, anyway, the profits of the concern would come back to us, while at the same time we should have no further use for other brands. It would still be open for advertised makes to be distributed through other retailers, but there is no reason to suppose that the public would transfer their faith to other traders without a qualification. Naturally there is nothing in the idea of a pharmacists' wholesale supply to prevent any chemist still making and selling his own remedies if he wishes to develop individual lines.—Yours truly,

BOOSTROWN (21/1).

Company Trading

SIR,—In view of the great development of multiple-store trading in this country, it behoves us in our own interests to see, if we can, that the provisions of the Companies Act are properly carried out. One of these clauses is that the name of the company should appear on the premises, and on all the printed matter issued by them, including advertisements. A common occurrence, however, is for one of these combines to buy up a good-class pharmacy and carry on as if no change had occurred. Certainly a small tablet is placed above the door, but in such a position that it is invisible unless one looks immediately overhead. No change is made in the labels, and the advertisements issued are grossly misleading, one recent one being worded as follows:—"At the pharmacy of Mr. —— may be obtained," etc. Let us get the R.P.U. to make strong representations to the Board of Trade on this matter, and see that the regulations are properly administered. The multiple shop is hitting us pretty hard; let us see that it does not rob us of our personality as well.—Yours very truly,

T. W. C. (17/1).

Second Thoughts

SIR,—The reversal of the policy of the London Panel Committee on the question of the issuing of a list of articles disallowable for payment on the panel will come as a surprise to chemists who have followed the arguments. In future, it would seem, there will be no refusal to pass for payment anything supplied on a script for an insured person; and although it may relieve the chemists of a lot of worry about what they may supply, now that the brake is to be taken off there is practically nothing to prevent a further depletion of the drug fund. The adoption of such a policy as this ought to have been done in combination with an effort to secure payment in full to prevent further loss to the chemists who have no remedy. One cannot see what harm can be done to the insured person by a refusal to supply some of the expensive proprietary preparations when there are equivalent formulas available at a much lower price without a trade-mark name, or in the case of synthetic drugs of foreign origin when the British manufacturers can supply an equivalent product; the real difficulty lies in those articles which border on the line of foods. The fact that each individual practitioner may be called on to justify his orders by the Minister of Health is not much satisfaction to the chemists.—Yours faithfully,

ALIMENTA (22/1).

The Sale of Chlorodyne

SIR,—Two cases appear, in a recent issue of the *C. & D.*, in which chemists have been dragged to inquests on chlorodyne takers. I suppose most businesses have their regular customers for sixpennyworths, and with these "regulars" I have always adopted this method with success, in town and country businesses alike. Commencing with B.P. '85 tinct. chlorof. et morph., I gradually introduce a proportion of a similar tincture sinc morph. and acid. hydrocy., till after a few weeks the customer gets 100 per cent. of the latter. I have never known anyone to complain of a lessened effect; consequently I am forced to believe that in most cases it is the warmth of the dose which soothes rather than the morphine content. Of course, I know that the above can only be practised where one has regular customers for chlorodyne.

Yours faithfully,

NONNARCO (21/1).

Illegible Prescriptions

SIR,—The prescription presented for the "Prescription Problem" in the *C. & D.* of January 12 (p. 47) would seem to have reached the limit of illegibility, being little more than a scrawl impossible of translation to anyone except a pharmacist who practised near the prescriber and knew what was intended from previous experience. I once read a pronouncement by a medical man that the inclusion of badly written prescriptions in the examinations of the Pharmaceutical Society was a slur on the profession; it would be of some interest to have a doctor's reading of this one. The worst writer I ever came across personally was a physician who at one time was fairly well known, and on one occasion I was deputed by my employer to interview the writer. On presenting the document to him and asking if he would oblige by telling us what was intended, he gazed at it for some moments, and then said, "What is the patient's name?" Fortunately he was possessed of a sense of humour; so that when I retaliated by saying, "Which is the patient's name?" he burst out laughing, and on my telling him the name of the customer decided to write out a new prescription.—Faithfully yours,

SCRIBO (15/1).

What is "Knowing" a Customer?

SIR,—To know, or not to know, is a question that has troubled pharmacy in the past, and, in view of a recent case in Northern Ireland, is a question which still causes dissension. The case referred to was for selling methylated spirits to a person unknown to the seller. The defence was that the purchaser had been known by sight for some years, and was known, in spite of the fact that the name signed in the register was not authentic. The case was not productive of a ruling, as the Bench was divided against itself. Existing records of similar cases of poison sales in Great Britain show varied results. In 1885 a chemist was convicted for selling poison to a person "known by sight" who poisoned herself; in 1887 the stipendiary dismissed the case before him, and in 1889 another case was also dismissed, although the purchaser died from the effects of poison. These results would lead one to believe that "known to the seller" is capable of two interpretations: (*a*) to know the name and address of the purchaser; (b) to know the purchaser by sight. There seems little doubt that (*a*) complies with the letter of the law, but some of the decisions of the Courts imply that (*b*) meets the spirit of the law.

Yours faithfully,

ARKAY (22/1).

Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

Vendor B.B. (14/81).—VALUE OF BUSINESS.—The business is valued at stock and fixtures *plus* in this case two years' purchase of the true net profit and a value of about £300 or £350 for the advantages specified.

E. H. B. (16/11).—ZINC OXIDE ADHESIVE PLASTER.—With the exception of the German Pharmacopœia (sixth edition) none of the recently issued Continental Pharmacopœias contains a formula for rubber plaster. The following is the method of preparing

Collemplastrum Adhesivum, D.A.B. VI.

Rubber, cut fine	20 gm.
Dammar	11 gm.
Resin	8 gm.
Zinc oxide	10 gm.
Orris root, powdered	20 gm.
Wool fat	30 gm.
Petroleum benzin	148 gm.

Mix the rubber with 120 gm. of petroleum benzin and set aside, frequently turning the flask, for about three weeks until a uniform colloidal solution is produced. Dissolve the dammar and resin in 20 gm. of petroleum benzin, and strain. Mix the zinc oxide and powdered orris root, previously dried at 100° C., with 8 gm. of petroleum benzin to form a thick paste and then incorporate the wool fat. This paste, the solution of resins and the rubber solution are then mixed in a flask by rolling the latter, whereupon the mass is set aside for a few hours before spreading.

Collemplastrum zinci, D.A.B. VI, contains 30 gm. of zinc oxide dried at 100° C. in place of the amounts of zinc oxide and orris root prescribed in the above plaster.

Shareholder (15/18).—TRANSFER OF SHARES.—The shares can be transferred without employing a broker, but it is a far more complicated business than just notifying the company. If it is a public company the transfer can only be effected by drawing up the recognised transfer deed, and signing by both parties. It must also be witnessed and sealed. This form would require the necessary stamp duty impressed (basis 1 per cent. of valuation), then sent to the company's office together with old certificate for registration. A fee of 2s. 6d. per deed is a usual charge. As this is an intricate business for the uninitiated, one's own bankers would probably render assistance. On the other hand, if a case of a private concern, it would be advisable to write to the secretary for advice.

J. D. (15/18).—The best way of treating the fur would be to wash it with soap and water.

E. J. G. (16/18).—The proportions of lanolin and extract of witch hazel in formula referred to are in the same proportions as for hydrous wool fat in the B.P. Have you tried using the anhydrous in making your ointment?

M. & R. (19/18).—RESPIRATORS.—The solution used for saturating the respirators used by the British troops as a protection against chlorine was prepared as follows:—

Sodium hyposulphite	15 oz.
Sodium carbonate	5 oz.
Glycerin (by weight)	2 oz.
Water	10 oz.

A little eucalyptus or other essence can be added as a refresher. The hood was generally made of flannel with an eye-piece of non-inflammable celluloid or gelatin. Adhesive plaster rendered the mask gas-proof at the overlap.

J. W. C. (23/81).—ALL FOURS.—The following is the formula for "All Fours" Cough Mixture P.F. 255:—

Succ. glycyrrh.	ʒj.
Chlorodyni (sine morph.)	ʒj.
Ol. menth. pip.	mxxv.
Ol. anisi	mxxv.
Ol. gaulther.	mxxv.
Spt. vini rect.	ʒss.
Theriacæ nigræ	lb. j.
Aquam ... ... ad	ʒxl.

Legal Queries

Secundum (11/81).—Inquiries must be authenticated by the name of the sender.

D. S. (8/12) inquires regarding the steps to be taken in applying for a licence to sell medicated wine, the cost of the licence, if granted, and what chance there is of his application being granted. [There is no such thing in law as a licence to sell medicated wine only. The licence is an ordinary wine "off" licence, which, when granted to a chemist and druggist, is granted on the undertaking that the licensee will sell only medicated wine under it. The steps to be taken are as follows: A notice giving the name and address of the applicant, the description of licence and the situation of the shop for which the licence is wanted must be served twenty-one days at least before the application is made upon (*a*) one of the overseers of the poor of the parish, (*b*) the Superintendent of Police for the district, and (*c*) the Clerk to the Licensing Justices. It must also be affixed and maintained, between 10 a.m. and 5 p.m. on two consecutive Sundays within 28 days before the application is made, on the door of the house for which the licence is required, and also on the door of the parish church. Further, it must be advertised in some local paper on some day not more than four and not less than two weeks before the application is made, and on such other days as may be directed by the licensing justices. The authority for granting such licences is the Licensing Court commonly known as the Brewster Sessions, which sits each year on some date fixed beforehand between February 1 and 14. The fee payable for the justices' licences is only a nominal one. Any licence granted is not valid until confirmed by the confirming authority, i.e., the body of borough justices in a borough and the justices in Quarter Sessions in a county area. The chance of getting a licence is largely dependent on local conditions. The excise licence which has to be taken out costs from £2 10s. to £10 a year, according to the annual value of the premises licensed. The wine "off" licence allows the holders to sell wine or sweets for consumption off the premises only—but not in open vessels nor, in England and in Ireland, in any quantity less than one reputed pint bottle.]

Subscribers' Symposium

For interchange of opinion among "C. & D." readers and brief notes on business and practical topics.

Warning

A gentleman called on me representing a firm of beauty preparation manufacturers, offering a gross of shampoos at 12s. to retail at 2d. each. As an advertisement both for my pharmacy and the shampoos, he promised to send a lady in the afternoon to buy the shampoos from me at 2d. each and sell them from house to house in the district, telling householders the name of the chemist where further supplies could be obtained when required. The canvasser turned up as arranged and purchased a dozen, paying 2s. for them. Since then I have seen neither traveller nor canvasser, and I am left with 11 dozen shampoos on my shelf and 10s. out of pocket. The receipt bears the address "Manchester and Macclesfield.—*Alphonse* (22/1).

Retrospect of Fifty Years Ago

Reprinted from The "Chemist and Druggist," January 15, 1879

Hull Chemists' Association Dinner

This Association held their annual supper at the Cross Keys Hotel. . . . "The Hull Chemists' Association" was proposed by the Sheriff, who remarked on the improvement which had been effected in the education of chemists, and, as a member of the medical profession, expressed his earnest desire that the time would come when the dispensing business would be entirely in the hands of chemists. The president, in responding, said he, too, was desirous of seeing that happy time.

THE CHEMIST AND DRUGGIST

COMMERCIAL COMPENDIUM

deals with the trade side of pharmacy

[Commenced *C. & D.*, July 5, 1924]

Pratique.—A pratique is a form of licence granted to the master of a ship to enter certain ports upon production of a certificate that the port from which he came is not suffering from any infectious disease.

Precept.—A command in writing by one official to another requiring him to do some act within the scope of his duties, e.g., an instruction by a judge of the High Court to a sheriff to empanel a jury.

Premium.—Stocks and shares are said to be "at a premium" when their market value or sale price is above their normal or par value. The term "premium" is also applied to the lump sum that is sometimes paid by a tenant when taking a lease of premises.

Prescribing by Chemists.—*See* Counter Prescribing.

Prescriptions, Copies.—A discussion on giving copies of prescriptions is thus summarised in "The Art of Dispensing" (*C. & D.* Offices):—"(1) The chemist's prescription-book is his own property, created, apart from legal obligations in regard to poisonous remedies, for the purpose of facilitating business with those for whom he originally dispensed the prescriptions. (2) It is permissible, in some cases advisable, to give copies of the prescriptions to the original holders thereof, but it is not advisable to give copies to others."

Prescription Pricing.—*See* Dispensing: Charges.

Prescriptions, Title to.—A prescription is usually regarded as the patient's property unless there are specific conditions applying which preclude this assumption. If the prescription is an order to the chemist to dispense certain medicine for a particular patient (as under the National Health Insurance scheme), the order is retained and later becomes the property of the Insurance Committee. Under the Dangerous Drugs Act Regulations, the prescription must be retained by the chemist and kept for two years. In this case the right of the patient to own the prescription is denied by law.

Presentment or Presentation.—The formal act of presenting a bill of exchange—that is to say, bringing it to the notice of the drawer or an indorser for payment or acceptance—is known as presentment or presentation. A bill must, as a rule, be duly presented, otherwise the parties will not be liable to pay the amount for which it is made out. When a bill is payable at a fixed time, it must be presented on the due date, and when it is payable on demand, within a reasonable time after it is issued. Delay in presentment of a bill or failure to present it will be excused in certain circumstances.

Pressure Gauges.—An instrument for measuring the pressure of a fluid is called a pressure gauge or manometer. The ordinary barometer is a common example and measures the pressure of the atmosphere. It can be adapted to measure pressures other than atmospheric, and it is then known as a barometer gauge. To measure pressures less than that of the atmosphere the upper end of the barometer tube is left unsealed and is connected to the reservoir the pressure in which is required. To measure pressures greater than atmospheric the upper end of the tube is left open to the air, while the reservoir of mercury is enclosed in a gastight vessel connected with the gas supply. A siphon manometer can be used to measure pressures greater or less than atmospheric. This consists of a bent glass tube containing some suitable liquid which about half fills the limbs. The lower limb is connected to the vessel in which the pressure is to be measured, while the upper is left open to the air. The properties of gases may be employed to measure pressure by the application of Boyle's law to a quantity of air enclosed in a glass tube between the closed end and a liquid inlet. This gauge can be fitted with a direct reading scale of pressures. The open manometer is the simplest type of pressure gauge. The difference between the pressure in the vessel and that of the atmosphere is measured by the height of one end of the mercury column above the other. Water or kerosene may be used in place of mercury if the pressures to be measured are small. A device made use of in steam gauges, and for oxygen and other gases, is the Bourdon spring, so named after its inventor. This consists of a brass tube elliptical in section bent nearly into a complete ring, the flatter sides of the tube forming the inner and outer sides of the ring. One end of the tube is closed and into the other the fluid under pressure is admitted. This end of the tube is firmly fixed, while the closed end is free, though connected with the recording mechanism. When the pressure increases the tube distends and the closed end moves outwards; when the pressure increases the tube flattens and the end moves inwards. Both movements are transmitted to a sector, moving a pinion, the pointer thus multiplying the motion and a hairspring on the pointer axis taking up the backlash. The graduations are made by experimental comparison with a mercury gauge. Employed as a steam gauge the pipe leading to it is usually bent downwards so that it fills with condensed water, which prevents the hot steam from reaching the gauge. A standard gauge for high pressure is the Amagat gauge. The fluid under pressure is admitted to a small cylinder in which fits a carefully ground plug resting on a piston, which in turn fits into a large cylinder. Mercury is contained in this cylinder and is forced into a column. A viscous liquid (liquid paraffin) is used to fill the space between the mercury and the piston. The pressure on the mercury is measured from the column. In physical measurements pressure is recorded as dynes per square centimetre, that is, on the C.G.S. system of units, unit pressure acting upon a surface of one square centimetre. The gravitational unit is also employed. In this case unit pressure is said to act on the surface when the thrust on each square centimetre is equal to the weight of one gram. The pressure is then measured in grams or kilograms per square centimetre. On the foot-pound-second system the pressure may be measured in poundals per square foot, or in pounds per square foot or per square inch.

Prisms.—A prism may be defined as a wedge-shaped portion of a transparent medium bounded by two plane faces inclined to each other at an angle. The angle between the two faces is called the *angle of the prism*. A plane at right-angles to the two faces is a *principal plane* of the prism and the straight line in which they intersect is called the *edge*. When a beam of light falls on a prismatic piece of a transparent substance it is deviated by an amount depending on the angle of the prism, and on the property of the substance known as its refractive index, which varies with the wave-length of the light. Light of different wave-lengths is deviated to different extents, and if the incident beam contains constituents of more than one wave-length, each constituent beam emerges from the prism in a different direction. The angle between the emergent and the incident rays is called the *deviation*. The deviation of a beam of light by a prism depends on the refractive index of the prism and the wave-length of the light, and it may be measured to determine unknown wave-lengths if the properties of the prism are known, or to determine the refractive properties of the prism for known wave-lengths. If a beam of light falling on a prism is narrowed down by interposing a narrow slit between the source and the prism, and with its edge parallel to the edge of the prism, the image of the slit as seen through the prism will show a complete range of colours passing from red at one end to violet at the other extreme. This band of colours is the spectrum and the action of the prism in transforming the white light into a coloured band is called *dispersion*. If a vertical object is viewed through a prism and the prism rotated about the refracting edge, the distance between

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the position of the object and its displaced image will be seen to alter and there will be one particular position of the prism at which this distance is a minimum. When the position has been reached, turning the prism in either direction will increase the displacement of the image and consequently the deviation. This position is the position of *minimum deviation*, i.e., the prism is in such a position that the incident beam makes the same angle with the first face of the prism as the emergent beam does with the second. It is found that the deviation angle is a minimum, and turning the prism away from this position in either direction causes the angle to increase. The determination of refractive indices is the basic measurement in applied optics, and the design of any optical instrument depends for its realisation on a precise knowledge of the refractive properties of the materials used in its construction. Methods suitable for precise refractometry involve the determination of the angular deviation with respect to some fixed direction of a beam of light, which has been refracted by a system of plane surfaces, usually two in number. A prism of which the angle is small is called a *thin prism*. If a ray of light falls on a thin prism, then the angle of the prism and the angles of incidence and refraction are all small. The use of prisms is in spectrometers, refractometers and various forms of telescope. Precise absolute determinations involve a considerable amount of time to carry out completely and require carefully worked prisms of fairly large dimensions. There is a large amount of refractioning done in connection with the various industries for which the highest accuracy is not required. There are a number of instruments devised, most of which are largely empirical in their result, but rapid in use, and require a minimum of labour and material.

Prevention of Corruption Act.—*See* Bribery.

Price Lists.—It is the custom of most commercial houses having a variety of merchandise to issue lists showing current prices for the articles. The form differs somewhat according to whether the purpose is to sell goods or to be merely a guide as to cost. Price lists in the chemists' retail trade had their origin in the early sixties of last century, the first, apparently, was an Edinburgh production; Liverpool, Manchester, Glasgow and other places copied their style, and for many years in England, at least, the Liverpool price list sold all over the country, and was a guide for sales and dispensing prices in certain types of business. Under the National Health Insurance Act, 1913, a price list was issued of agreed allowances for drugs and chemicals in dispensing under contract. The world-war destroyed all balance in prices, and from 1915 inwards many efforts were made by different people to get a satisfactory list of selling prices which would safeguard the position from exploitation. The end of the war made the situation worse still, especially as the chemist fell an easy victim to persecution under the Profiteering Acts. Until this period selling prices were arranged on some mutually agreed basis between certain individuals. This led to a number of chemists conducting a systematic investigation of costs and charges, and a costing system applicable to a chemist's business was instituted, known as the London chemists' costing system. The need for an independent authority resulted in an improved system being devised and based on data covering nearly two thousand cases investigated by THE CHEMIST AND DRUGGIST. In this way there was provided an independent list constructed on a costing basis, now in its seventh year of publication. *See also* Chemist and Druggist Retail Price List.

Price Protection.—An anti-cutting agreement, with a fine for any breach, was in force among the chemists of Manchester a century ago. Of late years efforts towards preventing the cutting of prices have been made almost solely in respect of articles to which the term "proprietary" may in any sense be applied. The pioneer work of the late Sir William Glyn-Jones resulted in the formation of the Proprietary Articles Trade Association (q.v.) in January 1896. At that time there were in existence a few private schemes for the protection of certain proprietary articles. In 1902 the Glasgow and West of Scotland Chemists' Trade Association drew up an agreement regarding the prices of "non-P.A.T.A." articles. This, however, broke down after about twelve months' working. By this time the Proprietary Articles Trade Association was including photographic goods within its purview, and the growth of the Association has continued. In 1918, following the publication of a letter from the late Mr. J. J. Jackson in THE CHEMIST AND DRUGGIST, a concerted movement for the establishment of face-value retail prices began and quickly gathered momentum. A meeting convened at Birmingham early in the year passed a resolution to the effect that face value should be established as a principle in the sale of proprietary articles, and proceeded to put the resolution into effect. By the middle of the year the committee formed had enlisted the active co-operation of the Proprietary Articles Trade Association, and in the following October the committee published its final report.

Price Tickets.—In most districts the introduction of a few showcards, and a moderate use of price tickets is essential. The extent to which these cards are used is, to some extent, governed by the class of trade. They should be as neat as possible, for, if they are of a gaudy type, or badly produced, they will tend to give the window a cheap appearance. The writing or printing on the ticket should not be too small, and the ticket should be placed in such a position that the price is easily discernible. It is better to show prices plainly or not to show them at all. It is generally advisable to have price tickets of uniform colour throughout the window. The aerographed and embossed varieties have a pleasing effect, while the plain white enamel cards with black lettering look neat with any type of display. Superlative markings should be avoided. The public wants definite facts about the goods, not meaningless descriptions such as "Best in the World," "Finest obtainable," and so on. If the retailer writes his own cards or tickets he should avoid the use of misleading wording of this sort, and when choosing cards made by ticket-writing firms the same rule should be observed. Many varieties of price tickets may now be obtained bearing the retailer's name, initials or monogram, as well as the price. Among these are imitation suède leather cards with white bevelled edges and white embossed letters and figures; dust-proof enamelled cards; price tickets of cardboard faced with satin-finished oak veneer; enamelled tickets with domed centres; embossed showcards of imitation lizard grain; shaped cards with plate-sunk centres; cards with white-stamped lettering on a colour background; tickets with untarnishable gold-leaf blocked figures, and so on. There is also a varied collection of ticket clips obtainable. The retailer will find it a good plan to have a good stock of different types, for the various kinds are adapted to suit different goods. Lip-pattern spring-wire ticket clips are suitable for some lines, while with others adhesive tabs are better. For use with goods to which it is not possible to attach clips, it is generally preferable to use a combined shelf clip and ticket holder. Where the price tickets are not actually attached to the goods displayed, care should be taken to see that they are so placed as to leave no doubt in the minds of people inspecting the window display as to which article the ticket belongs.

Prices Current (P.c.), a list showing the market prices of commodities. These lists are published in the daily newspapers and also in the various trade journals. Many merchants issue a price current to their customers, either bi-weekly, weekly, fortnightly or monthly, showing the articles dealt in and the current market price of each. Some firms keep blank forms of prices current, the names of the staple articles being printed and the columns for prices left blank. A price list shows the definite price of articles offered for sale, but as a rule they are approximate, and are made without engagement and subject to market fluctuations.

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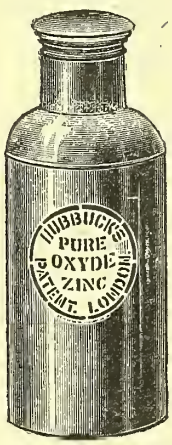
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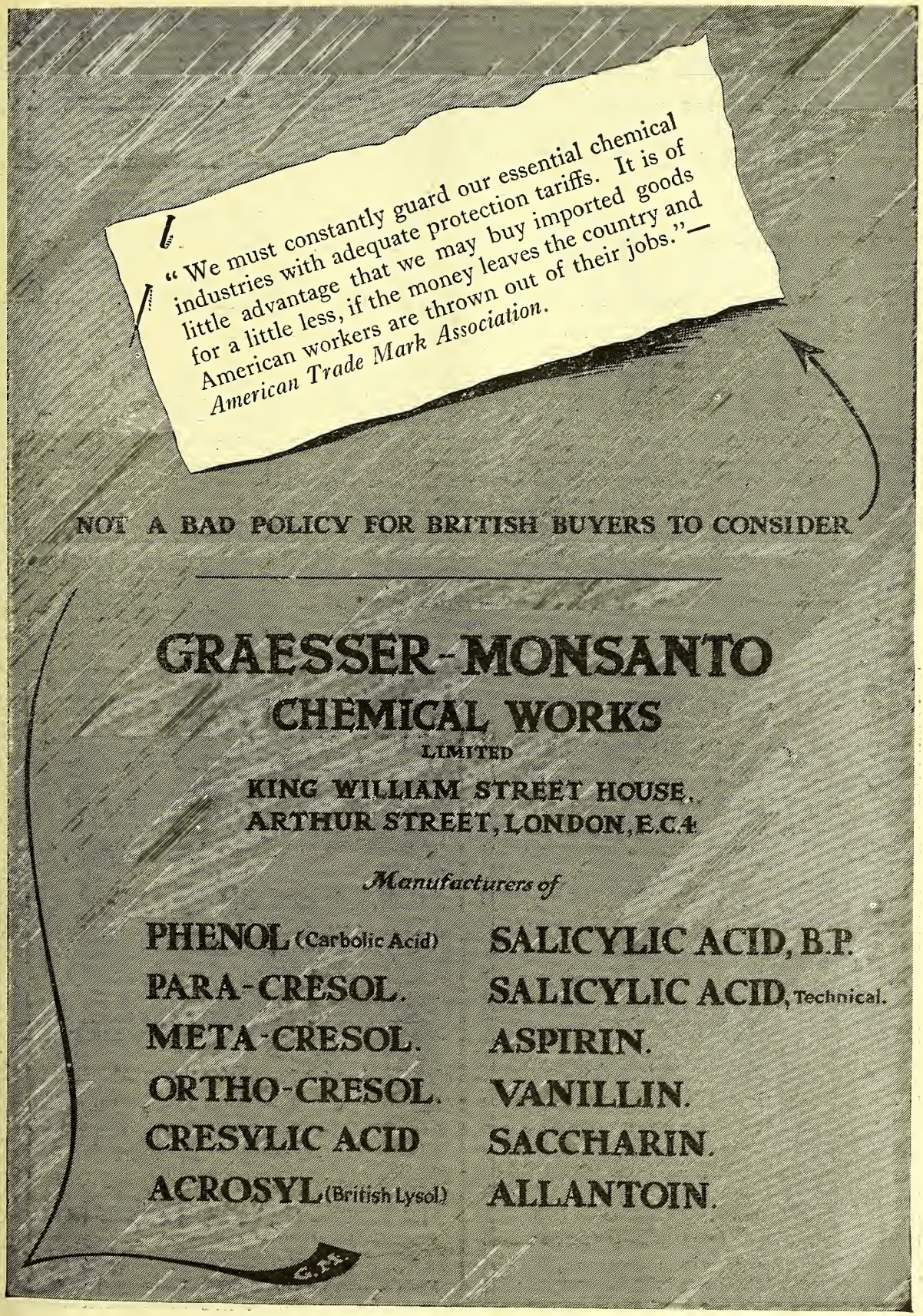
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Clarke's Blood Mixture	3/- & 12/-	£1 : 7 : 0 & £5 : 8 : 0
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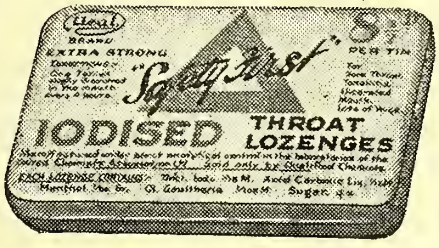
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DANGEROUS DRUGS ACT, 1920.

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They WILL have "GRIPS"

YOU will get your share of turnover and profit if you take advantage of the nation-wide advertising that is sending up the sales of "GRIPS" First-Aid Pastilles, and feature the blue and gold containers. They are magnetic these cold and damp days.

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FIRST AID PASTILLES
Made by LIGHTBOWNS of ACCRINGTON

TRADE MARK. REGISTERED.
FOR COUGHS.
Owbridge's Lung Tonic
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Icy blasts, snow and sleet will soon clear them.

Keep well stocked.

PRICE PROTECTED AT FACE VALUE

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MONSOL DENTAL CREAM contains a sufficient proportion of the powerful but non-caustic Monsol antiseptic to make it germicidally effective even when the Dental Cream is diluted with five times its volume of saliva.

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THE SAFE AND PURE ANTISEPTIC,
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ERGOAPIOL (Smith) PROTECTIVE MARK
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The use of Dr. Jacobson's Solution has yielded noteworthy results in the treatment of the following different forms of tuberculosis :

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Beecham and Veno Proprietaries entail no loss to the Chemist, as any stocks which may become damaged in any way are promptly replaced free of charge.

Beecham and Veno Proprietaries are now regarded as the best selling proprietaries in the Drug Trade.

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BEECHAM'S PILLS
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Buy 'ASPRO' on Bonus Terms and Get 17% EXTRA PROFIT

Just have a look through your purchases of 'ASPRO' and you will find that you are in a position to buy on Bonus terms. Buying on Bonus terms means extra profit averaging 17% to you. So why not place your next order through your Wholesaler on Bonus terms?

ASPRO REG. TRADE MARK WHAT THE BONUS IS

BONUS on 10's { One Gross Order - Bonus 1 doz. pckts. / Half Gross Order - Bonus ½ doz. pckts. / Half Gross 10's is minimum order accepted for Bonus purposes.

BONUS on 25's { One Gross Order - Bonus 2 doz. pckts. / Half Gross Order - Bonus 1 doz. pckts. / Quarter Gross Order - Bonus ½ doz. pckts. / Quarter Gross is minimum quantity.

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The only conditions made are that the Chemist who buys on these terms undertakes to show Advertising matter in his shop window for 14 days and sell at advertised prices. As 'ASPRO' is so extensively advertised, this action will not only bring customers into the Chemist's shop to purchase 'ASPRO' but should enable the Chemist's staff to make other sales to the customers. Acceptance of Bonus is considered acceptance of conditions regarding display and selling prices. For Bonuses it is not necessary to buy both sizes at the same time, i.e., single lots 6 dozen 10's or 3 dozen 25's will qualify the Chemist.

HOW TO ORDER BONUS PARCELS

We do not sell direct to the Chemist. All our business goes through Wholesalers. Orders may be sent either to your Wholesaler or direct to us. If to us, state the name of your Wholesaler so that we may forward the order on, and the Bonus will be supplied direct by us.

ORDINARY PRICES for 'ASPRO' are as follows: { *6d. size containing 10 tablets - 4/6 dozen* / *1/3 size containing 25 tablets - 11/6 dozen* / *2/6 size containing 60 tablets - 21/- dozen* } *NOTE.—2/6 size contains 10 extra tablets.*

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The death rate in approximately 1,000 cases of pneumonia, in hospital, was only 9·6 per cent. when

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When your Doctors require SOLVOCHIN or TRANSPULMIN for a case of pneumonia they will need it quickly.

SOLVOCHIN : Boxes of 3—2 c.c. ampoules 5/-
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"Nearly sold out—send enclosed order at once."
"Wonderful Sales."
"Your Advertising is selling the goods as never before."
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LOOK *at the profit on a Special 14 day Window Show Parcel. Sent Carriage Paid together with BONUS and FREE Display Material.*

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6 doz. 1/3 size @ 12/-	.. ..	£3 12 0	..	£4 10 0
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£5 PARCEL (P.A.T.A.)
46% PROFIT ON COST
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PROFIT £2 6 2.

LATEST SHOW MATERIAL to link up with our huge Advertising sent FREE and POST FREE. State whether required for Small, Medium or Large Display.

IMPORTANT.—Our new Factory is in full swing, but we are taxed to the utmost in meeting all demands. Order NOW to avoid losing sales.

IRVING'S YEAST-VITE, LTD., WATFORD, HERTS.
Telephone :—WATFORD 1475 & 805 (5 lines). Telegrams : YEAST-VITE, WATFORD, HERTS.

INFLUCINE

A Local Spray Vaccine for the Prevention and Treatment of

INFLUENZAL COLDS

and other bacterial diseases of the Respiratory Tract.

Drug & Chemical Corporation, Ltd.

204-206 Great Portland Street, LONDON, W.1

Telephone : MUSEUM 8658.

Selling Nujol Saves Time and Makes Money

Nujol is ready for display directly it is unpacked. Time is saved, trouble banished, overheads reduced. This is why Chemists who carry good stocks find window and counter displays so responsive.

Further, Nujol is backed by one of the largest companies in the world, supporting the dealer with continuous publicity in the national press and elsewhere, thereby pre-selling Nujol to the entire community everywhere. Lastly, it pays to sell Nujol because at the reduced prices its value is incomparable and profit generous. Added to this, the efficacy of Nujol is irrefutable. Sell Nujol and prove these facts.



"Regular as Clockwork"

Send immediately for particulars of special bonus offers for window display

Nujol

REGISTERED TRADE MARK

PRICES :

2/- size
16/10 per doz.
3/- size
25/2 per doz.
13/6 (100 oz. Hospital size)
117/6 per doz.

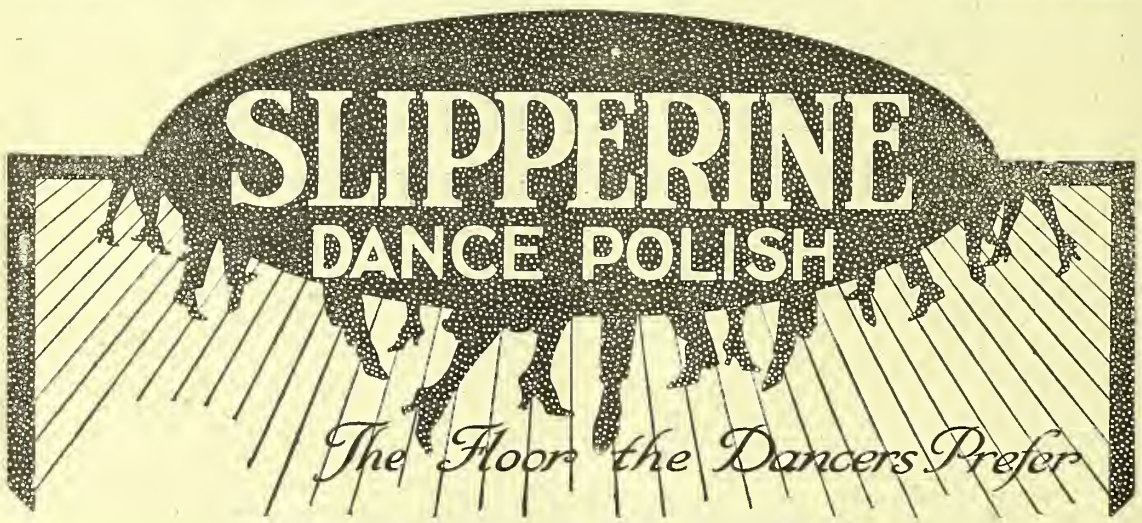
Telephone : Hampstead 8066.

Distributors for NUJOL LABORATORIES:

ANGLO-AMERICAN OIL CO., LTD.

ALBERT STREET, CAMDEN TOWN, LONDON, N.W.1

Telegrams : "Nujinjol-Norwest-London."



STOCK THE P.A.T.A. LINE THAT IS ASKED FOR.

DECORATED TINS. 1/6 size at 12/- dozen
2/6 „ „ 20/- „
10/6 7 lb. „ 96/- „
} P.A.T.A.

Under £3, nett one month ; £3, less 2½% one month ; £6, less 5% one month.
Carriage Paid £3. Cases free.
STRIKING SHOW MATERIAL.

SINGLE STANDARD CASES. CARRIAGE PAID. *Nett Cash.*

Case	1/6	2/6	Cash	Case	1/6	2/6	10/6	Cash
A	24	—	24/-	D	—	—	4	32/-
B	12	6	22/-	H	12	—	1	20/-
C	12	12	32/-	J	—	9	2	31/-
G	—	18	30/-	K	6	6	2	32/-

Distributors for England and Irish Free State :
A. de ST. DALMAS & CO., LTD.,
Leicester, London and Dublin

Makers :
JOHNSTON & ADAMS, Dundee, Scotland
Export : WM. C. RUDKIN & CO., 44 King William Street, E.C.

Chemists & Druggists *should note that*

BEECHAM AND VENO CUSTOMERS are satisfied customers, who come again and again to their establishments, and can always be regarded as potential purchasers of other articles.

BEECHAM AND VENO PROPRIETARIES are protected under the regulations of the P.A.T.A., yield fair profits, and are the best paying propositions to handle.

BEECHAM AND VENO PROPRIETARIES entail no loss to the Chemist, as any stocks which may become damaged in any way are promptly replaced free of charge.

BEECHAM AND VENO PROPRIETARIES remove worries regarding overhead charges. It is important to have QUICK SELLING LINES to meet such charges.

BEECHAM AND VENO PROPRIETARIES are advertised under an advertising appropriation of approximately £500,000 per annum, and these lines are now regarded as the best selling proprietaries in the Drug Trade.

BEECHAM AND VENO PROPRIETARIES are worth a display in your establishments, as their steady and increasing sale will amply repay any selling co-operation extended to them.

BEECHAM-VENO PROPRIETARIES are made from the finest quality drugs, and can safely be recommended by Chemists to their customers.

Therefore, it is in the interests of all Chemists and Druggists to hold good supplies of

BEECHAM'S PILLS
DR. CASSELL'S TABLETS
GERMOLENE
VENO'S LIGHTNING COUGH CURE
BEECHAM'S POWDERS

For latest Price List and particulars send a post-card to

BEECHAMS PILLS LIMITED,
CHESTER ROAD, MANCHESTER.



A perfect blend of Malt Extract made from selected Barley Malt only and the finest Norwegian Cod Liver Oil.

"EDME"

Malt Extract with Cod Liver Oil

As used in the Leading Hospitals.

Customer's own name and address printed on label.

Write for Samples and Trade Terms to:

EDME Ltd., 122, Regent St., LONDON, W.1. Telephone: Regent 6719. Telegrams: "Edme, Piccy, London."

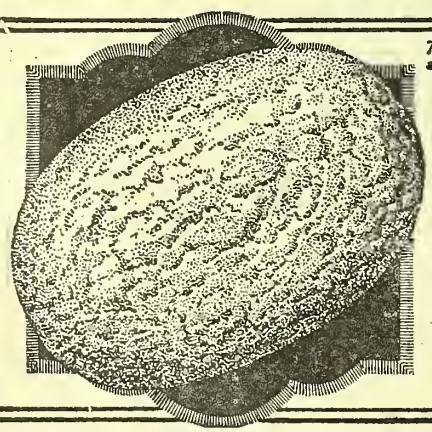
ESTABLISHED 1793.

The Best and Safest Infants' Medicine of over 130 years' standing.

ATKINSON & BARKER'S INFANTS' PRESERVATIVE

Does not contain any Scheduled Poison.

ROBERT BARKER & SON, LTD., 13 WESLEY STREET, C. on M., MANCHESTER



Two thirds actual size

Bath Rusks

Unsolicited testimonials daily for Carr's famous Bath Rusks which are ideal for babies and young children. Scores of letters from grateful mothers. Recommended everywhere.

Made only by

CARR'S *of* Carlisle

The Oldest House in the Trade

PARKE, DAVIS & Co.

MEDICAMENTA VERA P & Co.

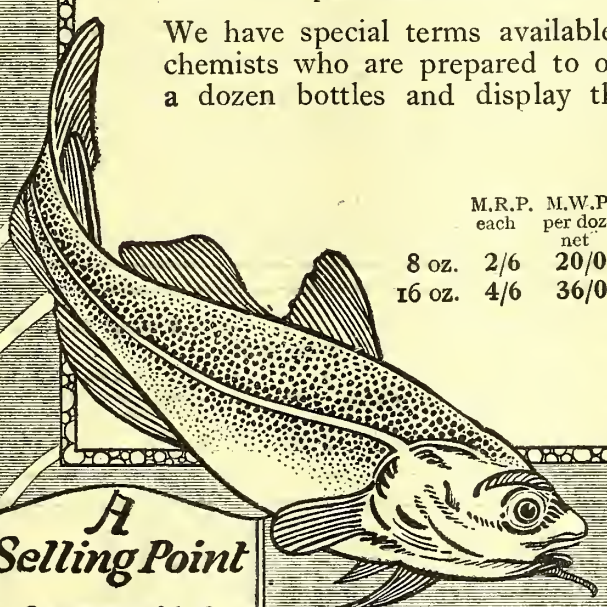
Standardised Cod-Liver Oil

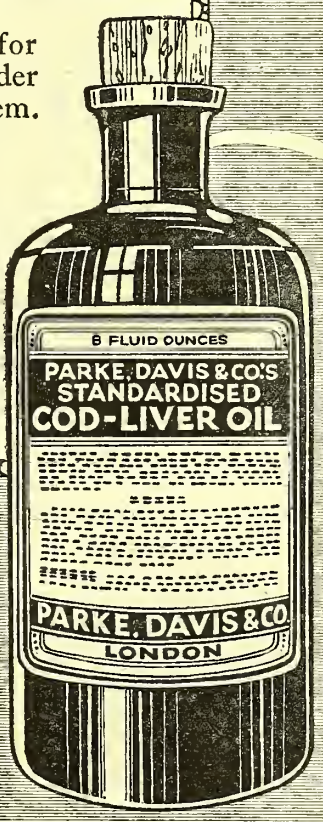
Vitamins interest the Public. When they understand that cod-liver oil is one of the most trustworthy sources of vitamins, the avenue for a large increase in cod-liver oil sales is widened.

Have a bottle of P., D.& Co. Standardised Cod-Liver Oil at hand to show your customers. Point out that the label gives definite figures for the vitamin A and vitamin D it contains; that the oil is extracted from the fish within two hours of leaving the sea; and that it is, therefore, more palatable than usual.

We have special terms available for chemists who are prepared to order a dozen bottles and display them.

	M.R.P. each	M.W.P. per doz. net
8 oz.	2/6	20/0
16 oz.	4/6	36/0





A Selling Point

One teaspoonful of P., D. & Co. Standardised Cod-Liver Oil is equivalent in vitamin A content to 1 lb. of butter, or 11 pints of milk, or 9 fresh eggs.

Send for Terms

PARKE, DAVIS & Co., LONDON.

25 for 10½d.
50 for 1/6
P.A.T.A.

LYCO
Pure Culture Yeast Tablets

Literature and Samples supplied on request by
STANDARD YEAST CO., LTD.
LONDON
CHISWICK
W.4

Guarantee
Our Lyco Yeast Tablets are expressly guaranteed to contain pure Culture Yeast only and no addition of drugs or any other ingredients is made in the preparation of Lyco Yeast Tablets.

S Y

Build up your Strength

Terms and full particulars on application to the Sole Manufacturers:

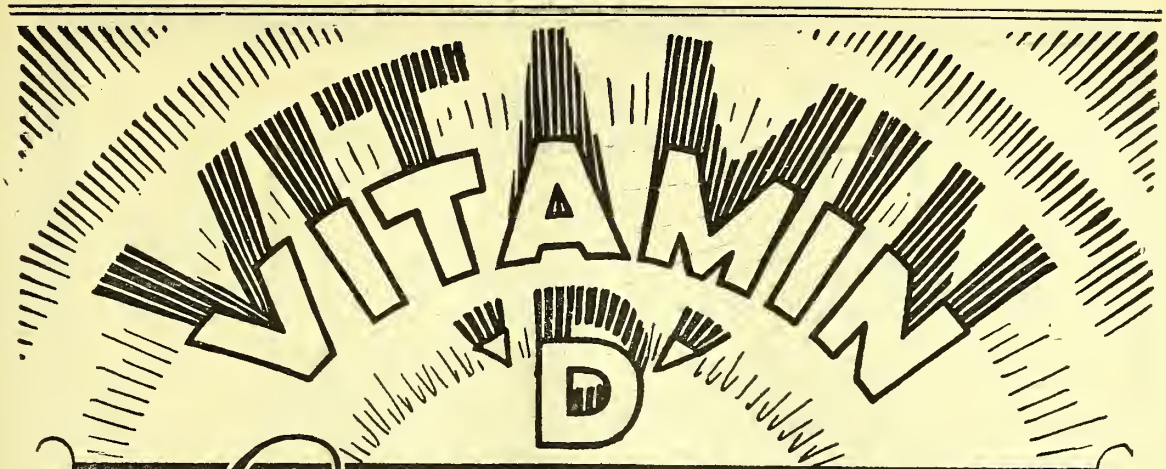
THE STANDARD YEAST CO., LTD.
Lamb Distillery - - - CHISWICK, LONDON, W.4
Telephone: CHISWICK 3370-71.

PURE ORANGE WINE
A. MILLAR & CO., LTD., DUBLIN
(VINUM AURANTII B.P.) Prepared in strict accordance with the Formula of the British Pharmacopœia. (Wholesale only.)
Samples from Head Office, Thomas Street, DUBLIN, or London Office, 74 Great Tower Street, LONDON, E.C.3.

HONEY
CHOICE ENGLISH HONEY- - - - ½ lb. Glass Jars, 11/- doz., 1 lb., 20/- doz
FINEST CALIFORNIAN WHITE CLOVER „ „ 7/6 „ „ 12/6 „
Ditto in patent containers - - - 2 oz. 2/8, 4 oz. 4/3, 8 oz. 6/9, 16 oz. 11/- „
NATURAL LIQUID HONEY, Tupelo, not clarified, natural non-setting Nectar, in Glass Jars, ½ lb. 8/6, 1 lb. 14/- doz.
Also French, New Zealand and Canadian Honey.
C. W. HARPER, 254 STOCKPORT ROAD, MANCHESTER

Season—1928
BRØDR. AARSÆTHER Manufacturers of FINEST PURE LOFOTEN Trade Mark AA COD LIVER OIL Est. 1877 ÅALESUND, NORWAY
Agent for Scotland:
ANDREW STEVEN,
7 York Street, Glasgow.

COD LIVER OIL
GUARANTEED GENUINE. FINEST PURE LOFOTEN.
Manufacturers:
BRØDR. AARSÆTHER A/S, Aalesund, Norway.
LARGEST MANUFACTURERS OF COD LIVER OIL IN NORWAY.
SPECIALITY—Cattle and Poultry Feeding Oils.
Stocks always held in London. In 25-gallon tin-lined barrels.
SOLE AGENTS FOR U.K.: FREUDENTHEIL, SMITH & CO.
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Codes used: A B C, 4th and 5th Edit., Bentley's, and Private.



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LIQUIDS, OILS, FOODSTUFFS, & PROPRIETARY ARTICLES

by

The **'SCHEIDT'** *method of*

CONTROLLED IRRADIATION & ACTIVATION

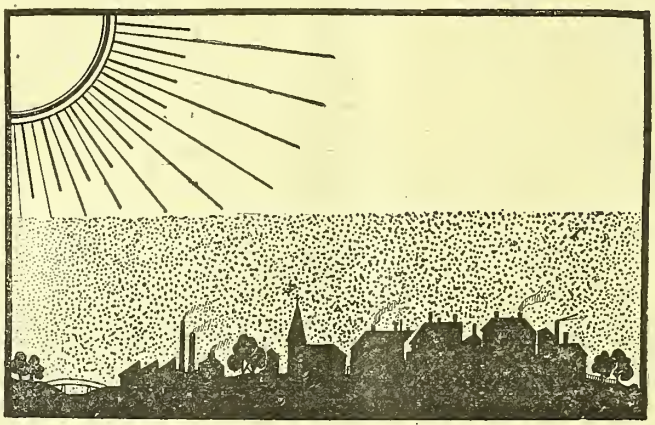
NO CHANGE IN ODOUR, TASTE OR FLAVOUR.

All Enquiries and Demonstrations at

The **FOODSTUFFS IRRADIATION CO., LTD.**

15 CAROLINE ST., BEDFORD SQUARE, LONDON, W.C.1

'Phone : Museum 0162.



The Benefit of Sunshine

For a short time after your summer holidays you feel particularly well. This is the effect of the action of the sun's ultra-violet rays upon your body.

In your ordinary life the greater part of these rays does not reach you. This is due to the atmosphere in the big cities, to the fact that ordinary glass prevents the passage of these vitalising rays, and to other causes. That you can see the sun does not prove that its vitalising rays are reaching you.

City dwellers, therefore, stand in special need of Cod Liver Oil which never fails to provide a plentiful supply of active vitamins essential to the human organism if growth is to be promoted and rickets prevented. It supplies the elements you lack owing to want of sunshine.

NORWEGIAN COD LIVER OIL

3

FABRITIUS, OSLO

The Famous Natural Aperient Water.

Hunyadi János

An extensive propaganda is being carried out among the Medical Profession and the general public which is resulting in a largely increased demand for this world-renowned NATURAL Aperient Water.

Prices to the Trade:

24/- per doz. large bottles - or **48/-** per case of 25
18/- „ „ small „ - or **72/-** „ „ 50
Net, Carriage Paid.

Minimum Retail Prices:

2/6 per large bottle. **2/-** per small bottle.

Hunyadi János has for more than fifty years been recognised as the best of the **NATURAL** mineral waters containing sulphate of soda and sulphate of magnesia. Its laxative action is sure but gentle; it stimulates the liver and cleanses the blood.



Doctors are constantly prescribing Hunyadi János in preference to ordinary aperients, whilst many of your customers who know its value are already using it. Traders would therefore find it to their advantage to keep a stock of this famous **NATURAL** Aperient Water.

Sole Wholesale Agents:

INGRAM & ROYLE, LTD.

BANGOR WHARF
45 BELVEDERE ROAD - LONDON, S.E.1
19 South John Street, Liverpool Bath Bridge, Bristol

3

PURE RUSSIAN

LIQUID PARAFFIN MEDICINAL B.P.

ALL GRAVITIES. HIGHEST VISCOSITY.

PURE RUSSIAN

"JASMINE" BRAND WHITE OILS

CHEMICALLY PURE. WATER WHITE. ODOURLESS.
FOR MANUFACTURING PURPOSES.

Competitive Prices. *Best Quality.* *Immediate Delivery.*

THE PURE RUSSIAN LIQUID PARAFFIN CO., LTD.

80 BISHOPSGATE, LONDON, E.C.2

Telephone: LONDON WALL 7132-7133. Telegrams: "INVATORE, STOCK."

PETROLEUM JELLY

("SALVO PETROLIA")

BRAND

THE PERFECTION OF PETROLEUM JELLY

MANUFACTURED SOLELY BY

THE DEE OIL Co. LD.

D 23 & 24 EXCHANGE BUILDINGS
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TELEPHONE:- CENTRAL 3859 TELEGRAMS:- "CESTRIAN"

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PACKED IN BARRELS, KEGS OR SMALLER PACKAGES IF DESIRED.

OTHER GRADES OF PETROLEUM JELLIES, WHITE BASES, ETC.
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OLEUM DEELINÆ (DEE OIL)
THE UNFAILING CURE FOR ECZEMA.

English Filter

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SQUARES
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FOLDED
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WHITE
GREY
PLAIN
ANTIQUE
EMBOSSED
CRINKLED

SAMPLES FREE

PURE ENGLISH FILTERING No. 633 Mill 1oz. POSTLIP MILLS

Postlip Filterings are stocked by all the leading Wholesale Laboratory Dealers.

Evans, Adlard & Co. Ltd

Postlip Mills, Winchcombe, Cheltenham.

PETROLEUM JELLIES

WHITE, LEMON, YELLOW, AMBER,
RED, GREEN.

WHITE & COLOURED OILS

YELLOW, GREEN, RED FOR BRILLIANTINE, etc.

LIQUID PARAFFIN

COLOURLESS, TASTELESS, ODOURLESS.
ALL SPECIFIC GRAVITIES.

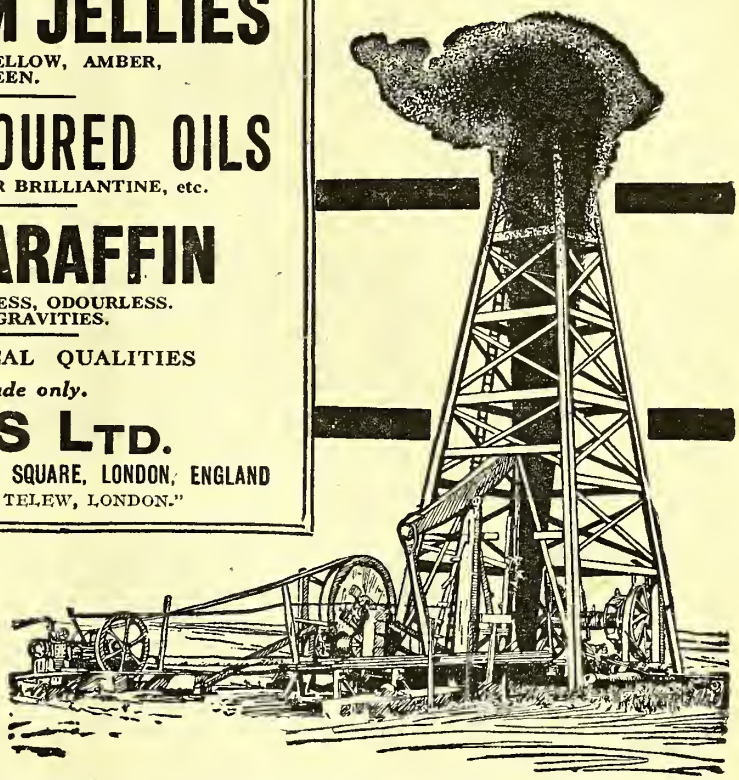
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Wholesale Trade only.

STERNS LTD.

ROYAL LONDON HOUSE, FINSBURY SQUARE, LONDON, ENGLAND

Telegrams: "CENTUMVIR, TELEW, LONDON."



PETROLEUM JELLY

Best qualities Yellow and White B.P. Red Veterinary and Green.

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Tel. Add.: Kidstonism, Bilgate, London.

**Also GUM ARABIC and TRAGACANTH
BEESWAX and JAPAN WAX.**

Works: Bermondsey.
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THE FINEST BRITISH LANOLINE PRODUCED

IS MANUFACTURED BY

THE PHARMACEUTICAL LANOLINE CO.

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Telephone: Putney 1153 and 1154. WHO INVITE ENQUIRIES. Telegrams: "Batapo, Walgreen, London."

Petroleum Jelly

White, Yellow, Amber, & Ruby Red, for all Pharmaceutical and Veterinary purposes

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REGISTERED FOR OUR WELL-KNOWN BRANDS OF CERESINE WAXES.

CERESINE WAX

WHITE BLEACHED CARNAUBA WAX VARIOUS GRADES AND RESIDUE
BEESWAX WHITE, YELLOW AND COMPOSITION PARAFFIN WAX ALL MELTING POINTS
OZOKERITE WAX ALL GRADES

POTH, HILLE & CO., LTD.,

6 Lloyd's Avenue, London, E.C.3. *Works at Stratford, E.*

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Ask for Quotations and Samples.

OUR SPECIALITIES:
PARAFFINUM LIQUIDUM B.P.
TECHNICAL WHITE & HALF-WHITE OILS
COLOURED BRILLANTINE OILS

27 MINCING LANE, E.C.3 *Royal 2944.*

PARAFFINUM LIQUIDUM B.P.
All Specific Gravities Guaranteed to remain bright at 0°C

B.P. WHITE & YELLOW PETROLEUM JELLIES

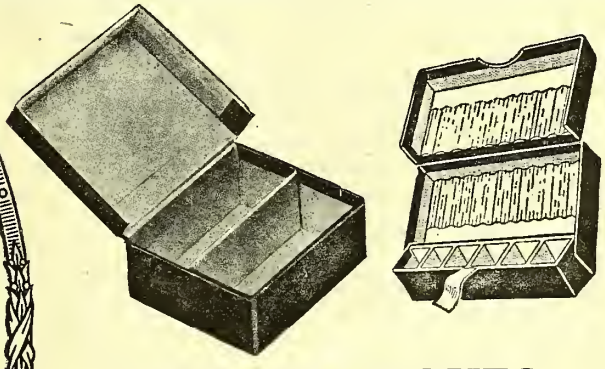
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ROBINSON'S *of* CHESTERFIELD *for* CARDBOARD BOXES
ROUND · OVAL · SQUARE · FOLDING
ROBINSON & SONS LTD.
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CHEMIST BOXES
We specialise in the manufacture of small boxes for chemist use, and our range of these boxes is large and varied.
May we have the opportunity of quoting you for your requirements when next you are in the market?
ROBINSON & SONS, Ltd.
Manufacturers of ROUND, OVAL, SQUARE AND FOLDING CARDBOARD BOXES,
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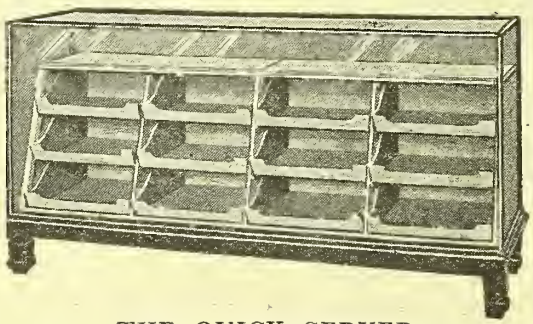
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:: :: SAMPLES AND QUOTATIONS FREE :: ::

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RETURN for OUTLAY



THE QUICK SERVER

Ideal for business premises. Mahogany or Oak and Plate Glass. Three rows of light oak trays, opening from back as drawers. Above is a plate-glass shelf accessible by familiar sliding plate-glass doors.

Full illustrated list free on request.

On some goods you doubt that you are getting an adequate return for outlay, on some you are certain, on none can you rely so absolutely as on those things that enhance the attractiveness of your Pharmacy. A well-designed fitting is

An Investment

that brings a perpetual return. It attracts custom, gives status and lasts long after it has paid for the initial cost. We shall be pleased to discuss any shop-fitting problem.

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PHARMACY FITTERS FOR OVER A CENTURY.

Late of OLD ST.

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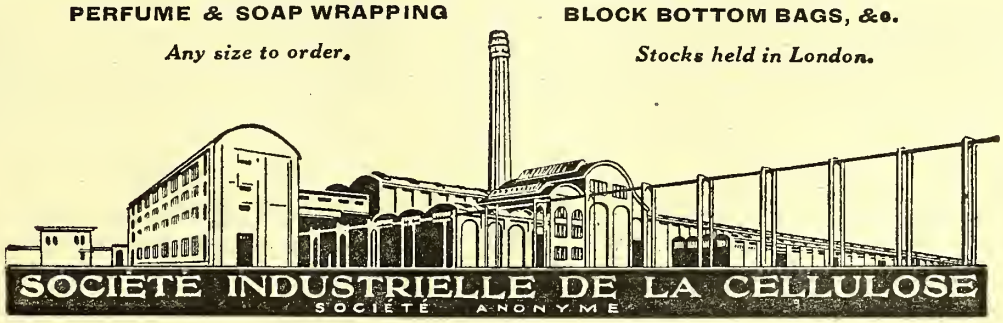
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WHITE, COLOURED, EMBOSSED, PRINTED.

for protective wrapping of all goods.

TOOTH BRUSH ENVELOPES
PERFUME & SOAP WRAPPING
Any size to order.

SPONGE BAGS
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Stocks held in London.



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ROUND · OVAL · SQUARE · FOLDING

ROBINSON & SONS LTD.
CHESTERFIELD & LONDON



"SAMPLING" BOXES

Illustrated above are a few of our "Sampling" Boxes.

These little boxes are very neat indeed and are fitted with self-sealing lid which can be supplied either in the dredger type or plain.

Send for samples and prices.

ROBINSON & SONS, Ltd.

Manufacturers of ROUND, OVAL, SQUARE AND FOLDING CARDBOARD BOXES,

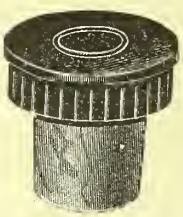
CHESTERFIELD

Sale Tickets Posters & Slips

Send for our fully illustrated List No.CD/1100 in colours free on mention of the "Chemist and Druggist."

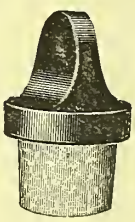
DUDLEY & COMPANY, LTD
451 HOLLOWAY ROAD, LONDON, N.
City Showrooms: 65-66 Fore Street, E.C.2

STOPPERS



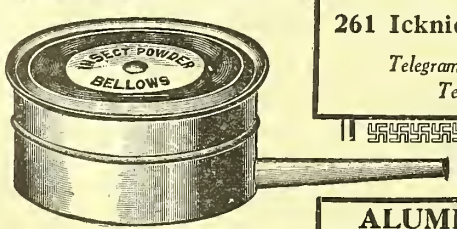
200 Varieties Any Colour.

A suitable Composition Stopper will enhance the selling value of your package. Let us fit your Bottles and quote you.



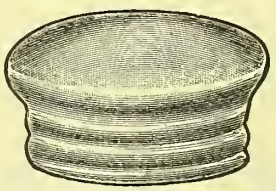
T. WEBSTER & Co., Ltd.
Telephone: Mountview 0952
Diamine House, Middle Lane, Hornsey, LONDON, N.8

POWDER BELLOWS



Baker Metal Stopper Co. Ltd.
RELIANCE STOPPER WORKS
261 Icknield St., BIRMINGHAM.
Telegrams: "Screwcap, Birmingham."
Telephone: Northern 1562.

ALUMINIUM BOXES



SCREW CAPS in ALL Metals

Including Nickel Silver and Gilt for Face Cream Pots, and for frozen Cologne containers.

PHOSFERINE

New Window Display Conditions

Monthly Account. ***Carriage Paid.***

For a small Central Window Display of not less than 14 days and an order for £5 worth of Phosferine we allow a bonus of 10/6, on a £2 10 0 order 5/3.

This shows a net profit on the transaction to the Chemist of 35% besides attracting the passer-by to the window and considerably augmenting sales generally.

Should a £5 or £2 10 0 parcel not be required, any smaller quantity will be forwarded carriage paid, and can, if desired, be regarded as part of the £5 or £2 10 0 order. On completion of the order and a notification that the display is in progress the bonus will be allowed.

The above conditions apply only to the United Kingdom.

EXAMPLE.

		COST	SELLS FOR
3½ dozen 1/3 size at 12/- net	...	£2 2 0	£2 12 6
2 ,, 3/- ,, at 30/- ,,	....	3 0 0	3 12 0
		5 2 0	
Less 10/6 for Window Show	...	10 6	
		£4 11 6	£6 4 6

Showing a Net Profit of £1 13 0 on an outlay of £4 11 6.

Window Display Material Free and Carriage Paid.

WHOLESALE PRICES OF PHOSFERINE.

Carriage Paid.		*Monthly Account.*
1/3 size	...	12/- per doz. net.
3/- ,,	...	30/- ,, ,,
5/- ,,	...	48/6 ,, ,,
12/- ,,	...	114/- ,, ,,

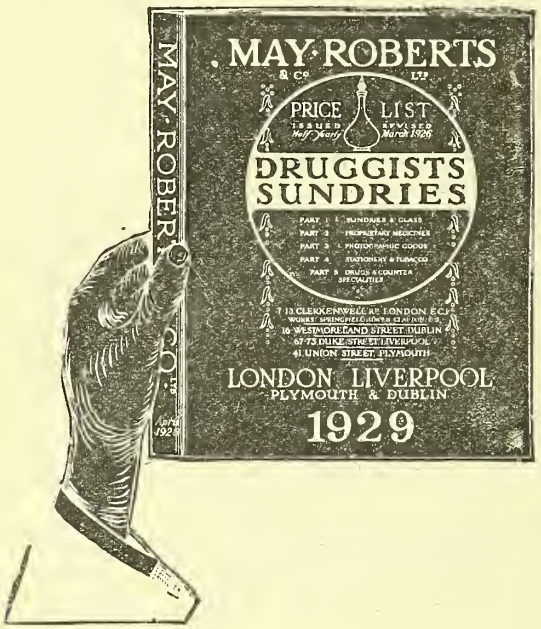
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C100/32]

THE CHEMIST AND DRUGGIST SUPPLEMENT

42 CANNON ST. LONDON E.C.4

JANUARY 26, 1929.

This Supplement is inserted in every copy of The Chemist & Druggist.

THE CHEMIST AND DRUGGIST SUPPLEMENT

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Telephone No.: CITY 2283.

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1.—LONDON, N. (Residential District).—General Retail and Dispensing Business; returns £1,600 per annum at usual prices; good living accommodation; long lease; stock and fixtures estimated at £1,000; price £1,350.

2.—BRIXTON (Near).—General Retail Business; returns about £25 weekly, under management; scope for increase; well-fitted shop; held on lease; stock and fixtures estimated at £600; vendor is willing to consider any reasonable offer.

3.—LONDON, W.2.—Working-class Business, with Kodak Agency; returns last year approached £1,300, with net profit above the average; stock and fixtures estimated at £450; lock-up shop; rent £32; held on lease; price to be agreed.

4.—KENSINGTON.—General Retail Business with small N.H.I.; returns £20 weekly; well-stocked shop; rent £70; sub-let more than covers rent and rates; held on lease; price £550, or near offer.

5.—LONDON, S.E. (Few Miles Out).—Good-class Retail Business in residential district; returns average £1,400 per annum; there is a post office attached; well-stocked shop; comfortable residence; moderate rental; price £1,050.

6.—LONDON, E.—General Retail and N.H.I. Dispensing Business; established over 50 years; returns approximately £1,200 per annum; net profit over £300; house sub-let; moderate rental; held on long lease; price £600.

7.—EALING (Near).—General Retail Business, with Kodak Agency and N.H.I.; established 25 years; returns about £1,900 per annum; gross profit one-third; double-fronted shop, well fitted and stocked; rent £60; sub-let £65; held on lease; price £1,150.

8.—EAST COAST.—General Retail Business, with Kodak Agency; returns, under management, about £2,000 per annum; good living accommodation; new lease will be granted; terms, valuation of stock and fixtures and sum for goodwill to be agreed.

9.—SOMERSET.—Country Retail, with Kodak Agency, established 1820; returns, last year, £1,531; net profit £400; scope for large increase; double-fronted shop, well fitted and stocked; good living accommodation; rent £40 per annum; rates £26; terms, valuation of stock and fixtures, and a sum for goodwill to be agreed.

10.—KENT.—General Retail and Dispensing Business, with Kodak Agency; increasing turnover, last year being £1,700; ample living accommodation; held on agreement, with option of lease; rent £115; price £1,250.

11.—DORSET.—General Retail and Photographic Business; returns about £3,400; net profit approaching £800; attractive pharmacy, very well fitted and stocked; good house; terms, goodwill £1,000, stock and fixtures at valuation; vendor will grant a lease or the premises may be purchased.

12.—WESTERN COUNTY.—General Retail Business, with Optical connection; returns, last year, £2,047; net profit £522; double-fronted corner shop, fairly fitted and very well stocked; good living accommodation; rent £95 per annum; new lease; price £1,500.

13.—BRISTOL.—Cash Retail Business; returns, under management, last year £800; scope for increase; double-fronted shop; rent £75; sub-let £60; price £400.

14.—EASTERN COUNTIES.—Middle-class Retail and Dispensing Business; returns last year £1,460; single-fronted shop, very well fitted and stocked; 7-roomed house; renewable lease; rent £50; price about £1,000.

Messrs. O. & Co. desire to emphasize the necessity of a periodical Statement of Account by which means alone **Profit, the Value of Business, &c.,** can be determined. Involving as this does the labour of Stocktaking and Valuation, it is often omitted and eventually becomes confusion and loss.

Valuations for Stocktaking

Messrs. O. & Co. are prepared to undertake these essential duties and make **Special Terms** for such service.

ORRIDGE & CO., 56 LUDGATE HILL, LONDON, E.C.4

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Business Agency, Transfer & Valuation Department

Head Offices—**Kimberley House, Holborn Viaduct, London, E.C.1 (and at 2 Bixteth Street, Liverpool).**

PARKIN S. BOOTH, *Accountant and Valuer.* *'Phone : City* 1261-2-3

BUSINESSES FOR DISPOSAL

1.—STAFFS.—Established Chemist's Business; situated on main road; unopposed in Photo and Optics; returns £24 p.w., scope for increase; lease can be arranged; rent £65 p.a.; price asked, lease and goodwill, £150, fixtures and fittings £150, and stock approx. £450. Full particulars on application. (179.)

2.—LONDON, S.E.—Recently established Drug Stores, held on lease 14 years at £55 p.a., rising to £60 p.a. for last 7 years; premises consist of large lock-up shop with room at rear; returns average £12 per week; great scope for qualified man and N.H.I.; no reasonable offer refused. (181)

3.—MANCHESTER (District).—Old-established Dispensing Chemist Business in good-class suburb on a yearly tenancy at £120 p.a.; let off £117; returns average £27 per week, all cash; excellent opportunity as quick sale is desired; good reasons. (172)

4.—DURHAM CO.—Chemist Business for immediate disposal; lease can be arranged at £30 p.a. rent; takings £17; Kodak and Ucal Agencies; good living accommodation. (174)

5.—STAFFS DISTRICT.—Chemist's Business for Sale; held on lease with 5 years to run at rental of £40 per annum; good living accommodation; good scope; price for goodwill, fixtures, lease, etc., £170; stock at valuation; cause of sale lack of capital. Full particulars on application. (169)

6.—HULL.—Dispensing and Family Chemist Business in busy thoroughfare (which will shortly become a main road owing to alterations); rent £26 on a yearly tenancy, which can be secured; returns £900 p.a.; lock-up shop; good prospects for a young qualified man. Further particulars on application. (170)

7.—SOMERSET.—Drug and Photographic Business; premises, which consist of lock-up shop with room at rear, held on lease with 8 years to run at rental of £88 p.a. inclusive; good scope for live man; price asked £400. (178.)

8.—LONDON, S.W.—Very old-established Family Retail and Dispensing Business, occupying prominent corner position in busy thoroughfare; lock-up shop with storage accommodation; held on advantageous lease at £100 per annum; returns approximately £2,300 per annum; can be increased under personal management. Full particulars on application. (148)

9.—LONDON, N.—Old-established Retail Dispensing Cash Pharmacy; well-fitted shop and good stock carried; returns average £24 per week, but can be increased with capital; premises include good living accommodation, and freehold can be purchased, or lease obtained; fullest particulars on application; no reasonable offer refused. (182)

10.—LONDON, N.W.—Retail Dispensing Business on 13 years' lease at £52 per annum inclusive; returns £1,000 p.a.; excellent opportunity for young qualified man. Further particulars on application. (183)

11.—SOUTHEND-ON-SEA.—For immediate disposal, Chemist's Business, in busy centre; premises consist of lock-up shop, with Dispensing and storage room; rent £200 per annum, progressive; returns average £1,500, could be increased. Fullest particulars on application. (175)

12.—WANTED.—Two Chemists' Businesses in or near London; net profits not less than £1,000 per annum. All communications treated with strictest confidence.

13.—CARMARTHENSHIRE.—Old-established Chemist's Business situated in good position on main street, with living accommodation; held on lease for 7-14 years; rent £400 p.a.; returns average £35-£40; could be increased; stock approx. £8-900. Further particulars on application. (176)

14.—LANCS.—Old-established Chemist's Business, with Wine Licence; premises consist of shop and dwelling-house; property for sale, £1,000. Full particulars on application. (177)

15.—LONDON, N.—Established Chemist's Business; premises, which include convenient living accommodation, held on lease, 15 years to run; rental £50 p.a.; stock approx. £285; price asked £550, all at. Further particulars on application. (180)

16.—LONDON, S.E.—Old-established Dispensing and Family Business; in good position; returns average £20 per week; well-fitted shop; good scope for young and energetic chemist; price, all at £550. Full particulars on application. (184).

17.—LONDON, S.E.—Well-situated Drug Stores; premises held on lease, with 17 years to run, at rental of £68 per annum; let off £91; returns average £25 to £30 per week; good opening for N.H.I.; growing district; fullest particulars on application. (185)

18.—ESSEX.—Two Chemists' Shops for immediate disposal; premises held on lease at rental of £62 and £52 respectively; returns average £1,189 and £792 per annum; price asked £1,000 all at; full particulars on application. (187)

Stocktaking and Valuation of Businesses undertaken at moderate inclusive fee. Chemists are invited to consult us in respect of their requirements in connection with sale or purchase of businesses. Chemists in the North are requested to communicate with our Liverpool Offices.

ERNEST J. GEORGE

Chemists' Valuer

Invites enquiries relative to the following, which have been carefully investigated.

28.—SUSSEX COAST.—High-class Pharmacy, fully stocked; Library, 200 books; lady assistant; new fittings; 20 years' lease; rent £96; rates £50 p.a.; average £35 p.w. (only opened 9 months); excellent prospects; N.H.I. 300 per month; house attached, electric all through, 5 rooms, bathroom (h. & c.); price £2,500.

27.—POPULAR LANCASHIRE WATERING-PLACE.—Good corner Pharmacy; tram route; turnover £2,500; net profit £550; large Photographic trade; excellent scope for general increase for keen man; stock and fixtures at valuation; goodwill to be arranged.

26.—LONDON, E.—Main road position, doing £990 p.a.; N.H.I., Kodak Agency, good Prescribing; living accommodation; price £650, a.a.; premises must be bought (£1,000).

25.—LONDON, W.—Excellent opportunity for unqualified man to acquire unopposed Business doing £700 (with Kodak Agency); price £275.

23.—LONDON, S.W.—Old-established Family and Dispensing Business, with Photo and Optics, also N.H.I.; well-fitted and stocked Pharmacy; good house, garden, side entrance, etc.; price £1,200 (optical stock and equipment extra, and optional).

22.—MIDLANDS.—Excellent opportunity for young qualified man; Drug Store in growing district; population 4,000-5,000; no opposition; well fitted and stocked; good living accommodation and lease; rent 17s. 6d. weekly; present turnover £750; audited accounts; doctors and nursing home near; good prospects for N.H.I.; live Kodak Agency; qualified man could considerably increase; stock and fittings about £500; total ingoing for quick sale, £500.

21.—BERKSHIRE.—Unopposed position, with scope for Pharmacist; good house and well-equipped pharmacy; price of freehold including new fixtures, £1,600; stock (about £300) at valuation.

19.—Special offer of Wholesale Druggist's Business in provinces; turnover about £10,000; good net profits; capable of much expansion; inquiries invited.

18.—CHESHIRE.—Small Family Business; immediate living for young pharmacist; present turnover £900; can be increased; favourable lease, 20 years to run; rental £32, rising to £38; no living accommodation; stock and fixtures about £1,100; goodwill to be arranged.

16.—LANCASHIRE COAST.—Turnover, about £1,900; profit £450; stock and fixtures, estimated £1,000; total ingoing £1,500. Kodak Agency; lease can be arranged.

15.—NORTH STAFFS.—Family and Dispensing, with Optics and Photography; N.H.I. average 750 scripts per month; turnover, approximately £1,300; profit about £350; price £800; premises can be bought or leased; rent 25s. weekly; living accommodation.

14. YORKS.—Small Business in suburb, doing £1,000; rent £52; sublet 14s. per week; good opening for Optics, Dentistry; price £350.

13.—DERBYSHIRE.—Old-established Business, doing £40 per week; N.H.I., Photo; good house; excellent opportunity for Optics; rent £50 per annum; price £1,400.

11.—LONDON, N.W.—Family and Dispensing, N.H.I., Photo; turnover £1,200; rent £140; sub-lets £103; price £450 (stock and fixtures at valuation).

8.—LONDON, N. Old-established Business, doing £1,572 under management; net £267; lease 9 years (renewable); rent £75; N.H.I., Photo; balance-sheets available; price £1,250.

6.—LONDON, E. Unopposed position; population 14,000; N.H.I., Kodak Agency, also big Prescribing; capable of considerable increase; turnover £1,517; profit £203; rent £60 per annum; sublet £52 10s. per annum; price £1,000.

5.—LONDON, W.—Good Retail, in main road, with scope; N.H.I., Photo; turnover £1,770; rent £250; lease 18½ years; two flats over, let off; price £1,350.

4.—LONDON, W.—Family and Dispensing, in busy district; Kodak, Rexall and Optics; well fitted and stocked; flat above; turnover £2,080; lease 18 years; rent £200; lease and fixtures £1,300; stock at valuation.

2.—LONDON, S.E.—Established 40 years; turnover £730; net profit £225 (plus house free); good opening for young Chemist beginner or unqualified Drug Store; price £375.

1.—LONDON, E.—Established 50 years; general trade with N.H.I. and Photography; living accommodation; turnover £850; net profit £250 (plus house free); scope for increase; price £425.

STOCKS, ETC., VALUED FOR ALL PURPOSES

7 Southampton Row, London, W.C.1. Tel.: Holborn 8158

3 St. Paul's Close, Walsall. Tel. 774 and 1000

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CHEMISTS' VALUERS AND TRANSFER AGENTS,

41 Argyle Square, KING'S CROSS, W.C.1

(One minute from St. Pancras and King's Cross Stations.)

1.—NORTH WALES COAST.—High-class Retail and Dispensing Business, with valuable specialities; returns average £2,500; splendid position; well fitted and stocked; audited accounts; price £1,800.

2.—SOUTHERN COUNTY.—Good-class Business, with Kodak Agency; returns £25 weekly; excellent prospects; good position; low rent; house available; price £900.

3.—SOUTHAMPTON (Near).—Progressive Cash Retail, in rapidly growing district; returns over £1,900; audited books; good stock; well-fitted pharmacy, with convenient house; price to be arranged.

4.—EASTERN COUNTY.—Middle-class Retail, in small market town; returns over £1,450, increasing; low expenses; house available; heavily stocked; illness cause of selling; price £1,000, or offer.

5.—KENT.—Light Cash Retail and Prescribing; no N.H.I., but plenty of scope; returns about £1,000; good profits; low rent; own property; owner retiring; valuation terms arranged.

6.—LINCS. (Death Vacancy).—Profitable Light Cash Retail, with own specialities; returns average about £900; plenty of scope; no near opposition; good house; price, including freehold, about £1,300; worth attention.

7.—MINEHEAD (Near).—Unopposed village Business, delightfully situated; returns about £600, under manager; lock-up shop; low rent on lease; offers invited.

8.—WEST MIDDLESEX.—Sound Cash Retail, with Kodak Agency and good Panel; returns £1,900; audited books; low expenses; on lease; well fitted and stocked; price £1,150.

9.—VAUXHALL (Near).—Light Cash Retail, with N.H.I.; main road position; returns, under manager £2,000; net profit £458, clear; good stock; price £1,150; personally recommended.

10.—LONDON, S.E.—Working-class district; practically unopposed; returns £20 to £25 weekly, under elderly manager; full prices; very low rent; price £550, or offer.

STOCKTAKING VALUATIONS.

We are now booking dates for February and onwards, and invite early application. Terms on application.

Estab. 1870. Telephone: Terminus 3574.

Charles E. Naylor, F.N.A.A.

CHEMISTS' VALUER AND TRANSFER AGENT

For buying, selling, or valuation write to me for advice, etc. Strictest confidence in all matters

170 Vesper Road, Kirkstall, Leeds

'PHONE: HORSFORTH 324

CHARLES C. MARSDEN

Valuer, Transfer Agent & Stocktaker

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STOCKTAKING VALUATIONS AT SPECIAL REDUCED TERMS

Chemist's own stock sheets priced out at low rates.

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45a MARKET STREET, MANCHESTER.

ESTABLISHED OVER HALF A CENTURY.

Telegraphic Address: "Tomtom."

BUSINESSES FOR DISPOSAL

LANCS TOWN.—Splendid opportunity to secure old-established Business; excellent reason for disposal; small Optical Department; Wine Licence, Photographic; N.H.I. 300-400 monthly; very well fitted; heavily stocked; turnover £1,500 per annum (been much more). Full particulars on application by *bona-fide* prospective buyers only. 133/13, Office of this Paper.

LONDON, W.—Unique opportunity for lady Pharmacist or single man, newly-opened shop in best residential suburb with steadily increasing Family trade and growing Photographic connection; must be sold on account of illness; everything new and clean; for quick sale £400, or best offer. "Beta," c/o Evans Lescher, 60 Bartholomew Close, E.C.

LONDON, S.E.—Business for Sale; turnover £1,000; Panel 4,000; in rapidly-growing district; prospects of very big business in near future; handsomely-fitted shop, on main thoroughfare; satisfactory reasons for disposal. 136/16, Office of this Paper.

SHEFFIELD.—£525 for quick sale, Chemist's Business; good position; last two years' profits £231 and £276, income tax returns; N.H.I., Kodak; sound reasons for selling. 133/37, Office of this Paper.

SOUTH COAST.—Through exceptional circumstances, good Business; returns exceed £2,000, and can be much extended; all cash; small convenient living accommodation, newly decorated and repaired throughout; long lease. Apply 134/34, Office of this Paper.

SOUTHEND-ON-SEA.—Chemist's Business; central; busy main road; corner; rent £104 to £120 per annum exclusive; 14 years; goodwill £200; s.a.v.; 10% down, balance instalments. Sorrells, 38 Clarence Street, Southend-on-Sea.

SOUTHERN COUNTY.—Lock-up Business in cathedral city; returns £1,400; Kodak Agency; possession of living accommodation over business can be obtained if required; price £1,000; bank reference with first letter. Apply 132/1, Office of this Paper.

WEST OF ENGLAND.—Sound, unopposed Light Country Retail, with good Photographic connection; returns £1,200; net profit £360; good house; long garden; smart, well-equipped pharmacy; excellent stock; electric light throughout; every investigation; price £800. Apply to Sole Agents, Berdoe & Fish, Transfer Offices, 41 Argyle Square, King's Cross, W.C.1.

ABOUT 40 MILES OUT.—Unopposed, very profitable, country Chemist's Business; recently opened; already taking about £11 weekly; plenty of Prescribing; great scope; will cater for a population of several thousands; valid reasons for disposal; price £350; lock-up shop; house available if desired. 136/2, Office of this Paper.

AN excellent opportunity for young, energetic man; neglected Business in S.W. London; present takings £14-£16 per week; can do double; net rent £30 per annum; held on lease; working-class district; main road; price £325, or part payment might be considered. Apply 134/40, Office of this Paper.

CLOSING down Chemist Shop. Stock and Fixtures to clear at very low price. Inquire at 71 Church Street, Shoreditch, E.2, or 'phone Bishopsgate 5214.

MY present list comprises excellent propositions in the following districts, well fitted and stocked, lock-up and otherwise, doing good, steady trade and capable of great expansion. £250/£4,500; Lancashire and Yorkshire generally, Derbyshire, Somerset, Southsea, Bucks and Colchester. Full particulars to *bona-fide* clients only. Brierley, Chemists' Valuer, 135 Queen Street, Newton Heath, Manchester. (Tel.: Failsworth 113.)

£350.—BUSY main road in Yorkshire city; old established; with or without house above; low rent and rates, with 30-year lease; N.H.I. and Kodak Agency; returns £17 per week, with high ratio of profit and good scope for increase; must sell, ill-health. Write 131/39, Office of this Paper.

£450 ALL AT, including £175 stock, purchases Drug Stores, situated main road, E. district; old-established; takings £925, under management; net profit £250; living accommodation vacant; electric light; Kodak Agency; lease 15 years; rent £54; good reasons for sale. Apply 134/35, Office of this Paper.

DIRECTORSHIP.

AN opening as General Manager with Directorship is offered to young man possessing organising powers and capable of controlling office and travelling staff; salary by arrangement; investment qualification of £500 necessary. Advertisers are proprietors of branded Toilet Goods, etc., and Sole Agents for well-known Chemists' Proprietary lines; exceptional scope and prospects for the right man. Write fully details of experience, age, etc., 141/918, Office of this Paper.

BUSINESSES WANTED.

SHEFFIELD OR DISTRICT.—High-class Business required; turnover at least £2,000; cash available. Send particulars (in confidence) to "Accountant," 140/894, Office of this Paper.

BUSINESSES wanted in all parts of the country, either private or company owned; proprietors and staff retained if required. Reply with particulars of turnover, profits, etc., in strict confidence, 135/34, Office of this Paper.

CHEMIST, with capital waiting, is anxious to purchase at once a Business—not necessarily large if sound—in London or near; please give general particulars in first letter; all details to be considered later at personal interview; bankers' and business references supplied; strictest confidence observed; Partnership also entertained. "Rhei," 134/2, Office of this Paper.

WANTED, Chemist's Business in London or South Coast; preferably on main road; please send full particulars as to rent, lease, and turnover, and state lowest cash price; partnership entertained. 137/2, Office of this Paper.

AGENCIES.

SOUTH AFRICA.

THE OPPORTUNITY IS YOURS to secure the services of an experienced English qualified Chemist, age 30, married, to represent in South Africa a Toilet and Perfumery or Drug House; knows the country thoroughly; speaks both Dutch languages. Apply 133/5, Office of this Paper.

SALE BY AUCTION.

57 ABOVE BAR, SOUTHAMPTON.
On Thursday, January 31, 1929, at 2 p.m.
BLAKE & LANE

have received instructions from Mr. H. Jewell, M.P.S., retiring, and in consequence of the premises having been sold, to submit to Public Auction, as above, the TRADE FIXTURES, FITTINGS AND UTENSILS, comprising four Drug Fittings, Mahogany Showcases, two Mahogany Top Counters, two Counter Cases, two Balances, pair Scales, three Pill Machines, Bottles, Shop Rounds, and the remaining
STOCK-IN-TRADE,
comprising Non-poisonous Drugs, Face Powders, Manicure Requisites, Perfumes, etc.
Auctioneers' Offices: 3 Gibbs Road, Above Bar, Southampton.

PREMISES TO LET.

SHOPS with Flat over to Let on lease in excellent position at Bromley; suit Chemist. Apply Baxter, Payne & Lepper, opposite G.P.O., Bromley, Kent.

PREMISES FOR SALE.

SOMERSET market town (main London-Exeter road); Shop and Premises for Sale; ideal central position; rare opportunity; possession. Lawrence & Son, Crewkerne.

SITUATIONS OPEN.

RETAIL.

[HOME.]

BRIGHTON.—Smart Junior Assistant, accustomed to high-class Dispensing business and good Counter trade. Apply, with full particulars and state salary required, to Watts & Co., 114 Church Road, Hove.

BRIGHTON.—Immediately, capable, qualified Assistant, about 30; good Dispenser, high-class Counter. Photographic. State salary, full particulars, photo if possible; single preferred; comfortable berth. Sidney Lane, Chemist, Western Road, Hove.

BRIGHTON DISTRICT.—Wanted, a gentlemanly, qualified man, 27-36, used to good-class business, with Photography; capable of taking charge; photos will be returned; salary £5. 136/11, Office of this Paper.

CENTRAL LONDON THROAT, NOSE AND EAR HOSPITAL, Gray's Inn Road, W.C.1.

TWO half-time Dispensers required for busy Out-patient Department. Previous Institutional experience preferred.
Apply in writing, stating salary required (lunch and tea provided when on duty), and enclosing copies of testimonials, to
JOHN H. YOUNG,
Secretary-Superintendent.

BRISTOL.—Wanted, at once, smart Junior Assistant or Improver (male). Apply by letter, giving age, experience, salary, etc., and enclose photo. Spracketts, Chemists, 5 Broad Quay.

EXETER.—Assistant required at once; good appearance and sound Dispensing experience essential. Please give full particulars to Luxton, Chemist, 11 Cowick Street, Exeter.

KENT.—Qualified Manager required for Light Retail and Dispensing business, with house attached, in holiday resort; thorough knowledge of Photographic and Toilet sides of the business essential. Give full particulars in first letter, stating age, salary required, previous experience, and when at liberty. 133/90, Office of this Paper.

LANCASHIRE (near Liverpool).—Qualified Manager required; must be accurate Dispenser and good Window-dresser and have first-class references; industrial area. 141/916, Office of this Paper.

LONDON, W.—Smart qualified Manager required for Light Retail and Dispensing business (no house); good agreement given on increase of turnover. State age, salary required, previous experience, and when at liberty. 133/91, Office of this Paper.

LONDON, N.—Young unqualified Assistant required immediately. Reply, stating age, experience, and salary required, 141/922, Office of this Paper.

LONDON, E.C.—An unqualified Junior (male), with good experience, wanted at once to fill temporary vacancy in good-class City business. Apply 3 Queen Street, Cheapside, E.C.

NORTH-EAST COAST.—Qualified Manager for branch wanted. State age, experience, and salary required. Apply 141/923, Office of this Paper.

SHEFFIELD.—Manager, qualified, for shop-industrial centre; quick Dispenser, good Window-dresser; able to take full charge; single preferred; age 25-40; salary £4 10s. and commission. Recent photograph and usual references to 407 Staniforth Road.

SURREY.—A really smart qualified Manager (married) required, age 30-35, for a good-class Light Family Retail and Dispensing business (no house) in a town a few miles from Croydon. Give full particulars, sending photograph and stating age, salary required, previous experience, and when at liberty. 133/93, Office of this Paper.

WEST-END.—Smart, capable Dispenser and Counterman, one used to high-class Family business, about 35, qualification not essential, for February 4. Give fullest particulars and salary required. 133/7, Office of this Paper.

WEST LANCASHIRE.—Qualified Manager required, age 30-35, for Cash Retail, Family and N.H.I. Dispensing business in large town; previous experience of this type essential. State age, salary required, and when at liberty. 133/92, Office of this Paper.

YORKSHIRE, WEST RIDING.—Qualified Manager required for Light Retail and Dispensing business, with house attached; good agreement on takings given. Apply, stating age, salary required, and when at liberty, 133/95, Office of this Paper.

A CAPABLE, qualified Manager required for busy business in market town of Kent; applicants must have a thorough knowledge of the Agricultural side of the business and be smart business men. State age, salary required, previous experience, and when at liberty. 133/9, Office of this Paper.

AN unqualified Junior Assistant wanted; one used to N.H.I. Dispensing and quick Counter trade. Write, stating salary required and references, to Millhouse & Lincoln, Chemists, High Street, Northfleet, Kent.

ASSISTANT (male), unqualified, required for Dispensing Counter, etc., at once. Apply, in person only (Saturday morning), at Bewells, 101 Leather Lane, Holborn, E.C.

ASSISTANT, qualified, with good Counter experience and able to Prescribe, wanted for old-established business, London, S.W.; references must be undeniable and applicant a trustworthy, energetic worker. State age, salary required, and give full particulars, 134/22, Office of this Paper.

COMPETENT young lady required, capable of taking charge of Chemist's Toilet Sundries Department. Apply by letter, stating experience, age, salary desired, and usual particulars, to Assistant Secretary, Timothy Whites (1928), Ltd., Chemists, Portsmouth.

DISPENSER.—A large West-End Store have a vacancy for a qualified man, 30 to 35 years of age. Apply, giving full particulars of experience, stating age and salary expected, to 141/921, Office of this Paper.

HUBERT V. FIGG, Chemist, Berkhamstead, requires a qualified lady assistant; good Retail experience essential; give full particulars and enclose photograph (snap).

JUNIOR (male) required for General Retail business. Reply, giving full particulars of experience, salary required, etc., to Swindells Bros., Chemists, 30 Market Street, Hyde, Manchester.

LADY Assistant; unqualified; good experience; quick and accurate Dispenser; also assist on the Counter; not over 30. Please give full particulars in first instance of experience, age, salary required, and when disengaged. D. Edgar Davies, 59 Dudden Hill Lane, Willesden, N.W.10.

LEWIS & BURROWS LTD., have vacancy for a well-trained unqualified Assistant; West-End. Apply, giving full particulars, to 146 Holborn Bars, E.C.1.

MANAGER, qualified, for Pharmacy to be opened by small limited company, London; £100 investment essential condition. P.C.B. 86/21, Office of this Paper.

MANAGER, aged 30 to 40, required for good-class neighbourhood; knowledge of Photography essential and Optics preferred; good prospects for up-to-date man able to take charge of progressive business. Apply, giving full particulars and salary required, to W. Bates & Co., Ltd., 50 Oxford Street, Southampton.

M.P.S.—LADY Assistant required for good-class Family business in Surrey. State salary required (outdoors) and particulars of experience, etc., in first letter to "Statim," "Ravenscroft," Stanley Road, Sutton, Surrey.

OPPORTUNITY for qualified Pharmacist to call on Hospitals and the Medical Profession; must be young and energetic. Apply Chas. F. Thackray, Wholesale Chemist, 10 Park Street, Leeds.

QUALIFIED Assistant wanted; lady preferred; quick Dispenser, some Counter and Book-keeping; permanency. Apply, giving fullest particulars and salary required, to 133/14, Office of this Paper.

QUALIFIED, gentlemanly Assistant required; age about 30 or more; one with previous West-End experience preferred.—Full particulars to Munro & Co., 18 Hanover Street, W.1.

QUALIFIED man required early February; wages £4; good all-round experience; Agricultural business and Photography; able to help organise branch shop at Eccleshall, Staffs. Reply to S. W. Morrey, Market Drayton, Shropsbire. References and photographs returned.

QUALIFIED, to manage small branch; must have a knowledge of Photography (industrial neighbourhood). State age, height, experience, with references and photograph, salary required, indoors, G. T. Kingston, 33 Gay Street, Bath.

QUALIFIED, elderly gentleman (or lady) to start February 4 in new Chemist to manage Dispensing Department only (owner not qualified); wages to begin £3 10s. per week (outdoors). Apply Scott's Drug Store, 1143 London Road, Leigh-on-Sea.

QUALIFIED Assistant wanted, on or before February 15, for medium class Cash Retail, N.H.I. and Photographic; must be good Salesman and Window-dresser. Please state experience, age, height, salary, and when disengaged, with recent photo if convenient, to C. A. Stokes, M.P.S., 34 Lower Castle Street, Bristol.

QUALIFIED Pharmacists required, one for London and two for seaside town near London; applicants must be smart Salesmen, good Window-dressers, and capable of taking control. Apply by letter, stating age, experience, salary required, and when at liberty. P.C.B. 87/31, Office of this Paper.

QUALIFIED Assistant wanted; S.W.; capable taking charge; working- and middle-class business. Write full particulars, age, height, experience, references, salary required first letter, photo, if possible, to be returned, 134/14, Office of this Paper.

QUALIFIED lady, with good experience, required for high-class business in residential district Midlands. Please send full particulars of experience, and photograph if possible, 135/35, Office of this Paper.

REQUIRED for February 3rd or early in month, Assistant (gentleman), qualified preferred, but not essential, for good-class Dispensing and Light Retail; age 23 to 30. Apply, giving full particulars, to Barnes & Marsh, 79 Park Road, West Dulwich, S.E.21.

REQUIRED immediately, Junior or Improver, for our Kingswood (Surrey) branch; first-class Dispensing experience essential. Apply, H. Hocken, Chemist, Redhill.

SMART, unqualified, male Assistant wanted, young, for Dispensing and Counter work. Apply the Manager, Linsley's, Ltd., 305 Earl's Court Road, S.W.5.

STOCKTAKER required urgently; only first-class, experienced, and live man need apply. Please state age, references, and salary required (by letter only). Applications unanswered within 7 days respectfully declined. Brierley, Chemists' Valuer, 135 Queen Street, Newton Heath, Manchester. (Tel.: Failsworth 113.)

STOCKTAKER (single) required immediately. Applicants must have had experience in the taking of Retail Chemists' Stocks. Give particulars of past experience, and state age, salary required, and when at liberty. 133/94, Office of this Paper.

UNQUALIFIED Assistant, under 30 years, required immediately; must be good Counterman, Window-dresser, and with sound knowledge of Photography; one used to Agricultural business preferred. Give full particulars, enclose photograph, to A. Mackenzie Thomas, 2 High Street, Leominster, Herefordshire.

YOUNG lady Assistant required for Dispensing and general shop work in branch pharmacy. Write, stating age, salary required, when disengaged, and explicit details of experience, to Moss, Asbfield Avenue, Feltham, Middx.

WHOLESALE.

AN opening in established London Company is offered to a young man with personality to train as Assistant Sales Manager; premium required £200, returnable as salary in one year; knowledge of Chemists' goods an advantage; progressive and permanent position assured to suitable applicant. Write fully, 141/919, Office of this Paper.

ADVERTISING.—Capable man, with experience of Advertising and some knowledge of Pharmacy and Medicine, required for Advertising Department of London Wholesalers. Apply in writing, with full particulars, including age and salary required, to 141/914, Office of this Paper.

FIRM of Manufacturing Chemists in Derbyshire require qualified Chemist with knowledge of Tablet Making. State age, salary, experience to 135/31, Office of this Paper.

FIRST-CLASS Salesmen wanted at once for Midlands and Scotland, good connections essential, to sell high-class advertised Toilet Preparations; one other non-competitive line may be carried; expenses and liberal commission. 141/915, Office of this Paper.

PHARMACIST wanted by well-known provincial house to take charge of the Laboratory; used to the Manufacture of Galenicals on a large scale; able to conduct the usual analyses and must be conversant with the requirements of the D.D.A. Apply, giving full particulars of experience, stating salary required, to "Quality," 141/926, Office of this Paper.

PROGRESSIVE firm offer a valuable commission to Representatives having connections with Chemists and Hairdressers. 141/925, Office of this Paper.

REPRESENTATIVE, good connection Chemists, to handle quick-selling, widely-advertised line for old-established London House; only first-class man with big selling records wanted; generous commission terms, backed by intensive publicity. Write Newall's, Ltd., 10 Philpot Lane, London, E.C.3.

REPRESENTATIVES, calling upon Chemists, etc., to handle a range of Toilet Goods at low prices. Write, Parker Collins, Ringwood, Hants.

SPURWAY & CIE require the services of a smart, well-educated Traveller in London for their exclusive French Sundry lines, Perfumery and Toilets; preference given to candidates with own car; applications from ambitious young gentlemen in the Retail will be considered. Write, in first place, with fullest details, to 89 Great Eastern Street, E.C.2.

TABLET Maker wanted at once; thoroughly capable man able to turn out first-class plain and coated work. State age, experience, and wage required to Goodall, Backhouse & Co., Leeds.

TRAVELLER wanted; steady, hard-working man will find this a good side line. Advertising Pencil Co., Stapleford, Notts.

WANTED, by a small old-established provincial firm of Wholesale Druggists and Manufacturing Chemists, a young, ambitious, qualified Chemist as Pharmacist, with charge of Laboratory and Warehouse; some knowledge of Wholesale trade essential and some experience of Artificial Fertilisers desirable; wages £5 per week on a rising scale, with further prospects. Apply 133/10, Office of this Paper.

WANTED, FOR LONDON AND SOUTH-EASTERN Counties, young man with Retail experience; must be of good address and personality; established connection an advantage; good prospects for the right man. State full particulars as to age, salary, experience, and when available. Replies will be treated in confidence. 141/924, Office of this Paper.

(COLONIAL, INDIAN AND FOREIGN.)

INDIA.—Young men, single, not less than 27 years of age, possessing sound Pharmaceutical experience (qualification not essential) and wishing to go to India as Travelling Representatives for a well-known London firm of Manufacturing Chemists, should furnish full particulars to 141/913, Office of this Paper.

SITUATIONS WANTED.

RETAIL. [HOME.]

A.—LOCUM; qualified; long experience in all branches; active; excellent references; terms moderate; disengaged now. "S. C. I.," 54 Priory Road, West Hampstead, N.W.6. 'Phone: Hampstead 7151.

ADVERTISER, Senior, unqualified, 31, can take charge, requires post with prospects; tall; good Salesman; keen; progressive; excellent testimonials. 135/39, Office of this Paper.

AS experienced Manager or Senior in Drug Stores or live business; experienced in Multiple shops, City and West-End Stores; good Salesman, Dispensing, Photo, Surgical and Medical appliances, specialities. "G.," 130 Scott Ellis Gardens, N.W.8.

AS Manager; qualified; thoroughly experienced, preferably with view to interest in business; Birmingham area preferred, not essential; disengaged. 135/20, Office of this Paper.

ASSISTANT, unqualified, moderate salary, for comfortable berth; 20 years' varied experience (town and country); single; good credentials. P.C.B. 87/13, Office of this Paper.

ASSISTANT, 25, unqualified, 8 years' high-class experience. Counter, Dispensing, Photography, desires post in good-class Pharmacy; interview if desired. 134/7, Office of this Paper.

ASSISTANT, failed Part II; good-class Dispenser, with 6 years' experience (sitting again in April). L. M. Welsh, 17 Horncastle Road, Boston, Lincs.

ASSISTANT; age 19; Part I; tall; Dispensing, N.H.I., and Counter; free. Bougourd, Bitterne Pharmacy, Southampton.

ASSISTANT or Locum; first-class Dispensing and Counter experience; Prescriber, Window-dresser; unregistered. "Statim," 24 Kincraig Street, Cardiff.

ASSISTANT or Manager; 20 years' experience; Dispensing and Counter; London; unqualified. G. Fall, 105 Tottenham Lane, Hornsey, N.8.

ASSISTANT; aged 24; Part I; good-class Dispensing and Counter experience; disengaged until April. Fageuce, London Road, Cirencester.

ASSISTANT; male; unqualified; first-class Dispensing, Counter, Photographic and Window-dressing experience; disengaged. S. Dakin, 335 Derby Road, Lenton, Nottingham.

ASSISTANT (24); unqualified; 7 years' all-round experience (2 years West-End), 48a Hammersmith Bridge Road, W.6.

ASSISTANT, 28, unqualified, desires permanency or relief; first-class experience and references; Lancs or Yorks preferred. "M. J.," 13, Haugingroyd Lane, Hebden Bridge, Yorks.

ASSISTANT (Referred Pharmacy); 23; reliable Dispenser, with good all-round experience; excellent references; Wales or Lancashire preferred; free. H. Evans, 14 Woodlands Avenue, Flixton, Manchester.

ASSISTANT, 23, 7 years' experience, Referred Pharmacy, requires good London position. "E. B.," 43 Watling Avenue, Edgware.

ASSISTANT; unqualified; experienced; N.H.I., Counter, Windows, or manage Drug Stores; London only. Write "Lonicerd," P.C.B. 87/29, Office of this Paper.

ASSISTANT or Manager; qualified; now disengaged; good Dispenser and Counterman; salary £3 10s. per week (outdoors); London or 20 miles radius. 134/20, Office of this Paper.

ASSISTANT vacant for Evening Dispensing and Counter work from 6.30 to 10 o'clock; Apothecaries' qualification. 134/33, Office of this Paper.

ASSISTANT, unqualified, 24, F.S.M.C., seeks situation in Surrey; Optics preferred, but 8 years' experience in Pharmacy and Photography; excellent references; free in one month. 135/24, Office of this Paper.

ASSISTANT, 23, referred Pharmacy, requires situation giving opportunity to study; London experience. Stocks, 109 Loughborough Park, Brixton.

BOOK-KEEPING required, Mondays, Wednesdays, Fridays by lady Dispenser (Hall); experienced; good references. Grant, 47 Hayes Way, Beckenham.

BRANCH Manager or Assistant; qualified; 31; tall; good references; at liberty. F. R. Smith, 10 Gray Road, Colchester.

BRANCH Manager; qualified; 16 years' record; satisfaction supported present employer; disengaged suited; locality optional. Johnson, 621 Forest Road, Walthamstow, E.17.

CAPABLE Pharmacist desires post as Manager or Senior; age 30. Tippen, 74 Hadlow Road, Tonbridge, Kent.

CAPABLE qualified Assistant, 23, disengaged, seeks progressive position; London; good references; interview arranged. "A. R. W.," 222 Shelbourne Road, Bournemouth.

COMPETENT qualified Chemist desires situation; 26; tall; good all-round experience; excellent references; available immediately. 14 Gipton Terrace, Leeds.

COMPETENT, reliable, steady man desires permanent or temporary work; unqualified; smart; active; disengaged few days; highly recommended by present employer. "Mr. F.," 286 Kingsland Road, E.8.

DEPENDABLE Dispenser; thorough, quick, accurate; also persuasive Salesman; fluent French and Italian; able to take charge; references good. "R.W.," 134/29, Office of this Paper.

DISENGAGED; qualified, experienced Pharmacist; middle-aged; Locum (or permanency London); active. "M.P.S.," 154 Lower Road, Clapton, E.5.

DISPENSER, Book-keeper, Surgical Assistant, London district, with Doctor, Chemist or Institution; age 31; 15 years' experience; excellent references; all kinds Dispensing, Book-keeping, and Surgical work. Humphreys, 180 High Road, Ilford.

ELDERLY, qualified Pharmacist, active, capable, competent Dispenser, desires situation in or near London; S.E. district preferred; or would consider Superintendentship. Paine, 9 Bexhill Road, Crofton Park, S.E.4.

EXPERIENCED; qualified; 36; married; active and enthusiastic worker; £5; permauency; London only. "M.," 21 Whittingstall Road, Fulham, S.W.6.

EXPERIENCED in Agricultural Pharmacy, Photographic, Dispensing; any position; Salesman; moderate salary; qualified; disengaged. "Chemist," 1 Borrage Green Lane, Ripon.

EXPERIENCED, energetic, reliable Manager; good Salesman; increase neglected; unregistered; disengaged. Write or wire, G. Turner, 14 Hubert Grove, Stockwell, S.W.9.

EXPERIENCED Manager, qualified M.P.S., J.C.Q.O., desires permanency or Locum, good-class trade, London or suburbs; first-class references; own Optical appliances; sound knowledge of Dispensing and Photography. 136/17, Office of this Paper.

HOME OR ABROAD.—Qualified, 25, London and provincial experience, desires progressive post with good future for hard worker. 134/110, Office of this Paper.

JUNIOR, 22, unqualified, requires permanent situation; Dispensing, Counter; excellent references. J. L. Reed, 20 Westgate, Launceston, Cornwall.

JUNIOR Assistant, excellent Dispensing and Counter experience, desires post in high-class business; Bristol or Bath district. 126/4, Office of this Paper.

JUNIOR; 20; tall; smart; good appearance; quick; reliable Dispenser; good Counter experience; excellent knowledge, all Photography; excellent references; disengaged at once. Write particulars, Heeks, 55 Norton, Evesham.

JUNIOR; 21; first-class Dispensing experience; disengaged. C. Hunter, "Greenwood," Cuckfield, Haywards Heath, Sussex.

JUNIOR Assistant (male), age 20, seeks engagement in good Dispensing business; over 3½ years' experience; passed Preliminary; free immediately; photo. J. E. Davies, c/o Mr. Llewelyn, M.P.S., Pharmaceutical Chemist, Cardigan.

JUNIOR Assistant; tall; Dispensing, Counter, Photography. W. Ayers, 68 Wilford Road, Nottingham.

LADY, 30 (married), desires engagement in Fancy Toilet and Perfumery Department, West-End shop; disengaged; some experience. "G.," 42 Pembury Road, Clapton, E.5.

LADY Assistant, 21, desires post in or near South-West London; excellent references; disengaged; interview. 125 Eswyn Road, Tooting, S.W.17.

LADY Dispenser (Hall qualification) requires post in London, W. or N.W.; 14 years' experience; 5½ years in present situation. Apply "L. S.," 156 Elgin Avenue, W.

LADY Dispenser (Hall), experienced, requires temporary or permanent post with Doctor or Chemist; also Book-keeping-Typewriting. 135/2, Office of this Paper.

LADY Dispenser (Hall) requires post in or near London; thoroughly experienced. 136/14, Office of this Paper.

LANCASHIRE OR MIDLANDS.—Experienced Pharmacist requires berth as Branch Manager or Senior; competent and reliable; 35; married. 135/36, Office of this Paper.

LIVERPOOL OR DISTRICT.—Junior; age 19; good experience and references. Egan, Medical Hall, Penmaenmawr.

LOCUM; qualified; experienced; reliable; active; registered R.P.U.; disengaged. "L.," 119 Fairlands Avenue, Thornton Heath, Surrey.

LOCUM or permanent; qualified; young; good West-End and other London experience; well up in all branches, including Optics; disengaged; excellent references. "M.P.S.," 66 Great Titchfield Street, W.

MALE Dispenser; many years' Hospital and Surgery experience; excellent references; home or abroad. Stephen, 26 Beaumont Avenue, Richmond, Surrey.

MANAGER or Senior position desired; qualified; 25; excellent experience. Apply "F. W. B.," 33 St. James' Road, Wandsworth Common, S.W.17.

MANAGER, 32, experienced all branches, disengaged end of month, desires post; living accommodation; reason change, marriage; London or near preferred, but not essential; present reference, Hendon 2054. 132/3, Office of this Paper.

MANAGER, qualified, active and experienced, at liberty, desires position. Briggs, 8 Brooke Street, Dudley.

MANCHESTER OR DISTRICT.—Wanted, a situation as qualified Assistant or easy berth by elderly qualified Assistant. Dawson, 87 Seymour Road, Clayton, Manchester.

MIDDLE-AGED, unqualified Assistant desires a permanent situation; thoroughly conversant with all departments of the business; can be well recommended by good firms. "Pushful," 133/4, Office of this Paper.

M.P.S., 26, private and multiple managerial experience, desires change; good permanent position; excellent credentials; could wait for suitable post; present manager; Lancs preferred. 133/2, Office of this Paper.

M.P.S. DESIRES permanency; excellent references; experience gained in high-class pharmacies; young, energetic, adaptable and persevering; at liberty now. Watson, 15 Granville Road, Harrogate.

M.P.S., F.B.O.A., registered J.C.Q.O. (own optical apparatus), first-class experience and references, desires managerial or Senior appointment offering good prospects, in town; married; 30; 5 ft. 8 in.; good appearance and address; living accommodation preferred; fit and agile; total abstainer. 134/10, Office of this Paper.

M.P.S. (22) Square trained man, all-round experience, good references, requires situation in London. 134/37, Office of this Paper.

M.P.S., F.S.M.C., F.I.O., reg. J.C.Q.O.; 28; excellent experience in all branches; capable of working up Optical connection for owner wishing to add a very lucrative addition to Pharmacy. 135/25, Office of this Paper.

PART-TIME situation required; age 20; son of chemist; Dispensing, Counter. Breese, 24 Leigham Court Road, S.W.16.

PART-TIME; disengaged Pharmacist; experienced; any capacity; Superintendent. 134/32, Office of this Paper.

PERMANENCY; Assistant; excellent Counterman, quick and accurate Dispenser, thoroughly competent all branches excepting Optics. "Efficient," 8 Stanley Road, Earlsdon, Coventry.

PHARMACEUTICAL Chemist desires post as Manager or Locum; disengaged; ref. R.P.U., etc. Jesse Williams, 17 Headfield Road, Savile Town, Dewsbury.

QUALIFIED seeks situation; age 30; married; thoroughly experienced to manage a branch. 74 Hadlow Road, Tonbridge, Kent.

QUALIFIED desires post as Assistant in high-class Pharmacy; Counter, Dispensing, Photographic and Window-dressing; London area preferred. "Pharmacist," 11 Atney Road, Putney, S.W.15.

QUALIFIED; 37; married; experienced and reliable; Retail or Representative. Pickering, 40 Dimsdale View, Wolstanton, Staffs.

QUALIFIED; 35; London and Provincial experience; permanency or temporary, or view to succession. Cohen, 16 Cambridge Street, W.2.

QUALIFIED lady seeks position in or near London; good references and experience. "M. P.," 348 Kennington Road.

QUALIFIED (26) desires progressive permanency; capable, experienced worker; good appearance; testimonials, references, etc. "Chemist," 35 Tregarvon Road, S.W.11.

QUALIFIED; 26; educated; West-End and Provincial experience; situation home or abroad. H. Smith, 24 Tavistock Square, W.C.1.

QUALIFIED (1906); high-class experience; West-End Dispensing; excellent references; competent and reliable; now disengaged. 135/17, Office of this Paper.

QUALIFIED Chemist (elderly) desires situation in Bradford-Huddersfield area; moderate salary; good references. 136/15, Office of this Paper.

QUALIFIED, age 25, experienced in high-class Pharmacy, desires position, London or South; available at short notice. 137/200, Office of this Paper.

RELIABLE Assistant (27); unqualified; 12 years' experience; neat and accurate Dispenser. "Statim," 3 Park Avenue, Knaresborough.

STUDENT, age 21, requires part-time situation in S.W. of London; good Dispenser and Counter experience. 8 Crowhurst Road, S.W.9.

UNQUALIFIED; married; good references; 24 years' experience; good Window-dresser, Photography; thoroughly reliable; disengaged shortly. "W. B.," 6 Garden Street, S.W.1.

YOUNG lady desires post in Hospital or Institution; Hall qualification; good worker; Brighton or within travelling distance. 134/9, Office of this Paper.

£5 10S.—Qualified, 25, London and provincial experience, requires progressive post; experienced in all branches, including Surgical. 134/11, Office of this Paper.

WHOLESALE.

MEDICAL, DENTAL
or
PHARMACEUTICAL
PROPRIETARIES.

ADVERTISER, late Manager of Sales and Professional Departments of well-known Pharmaceutical Proprietary, now disengaged, seeks similar executive appointment.
Many years' experience of sales and professional propaganda and general executive work.
Extensive knowledge of the chemists' market and the professions.
Exceptional qualifications.
Write 127/25, Office of this Paper.

A THOROUGHLY competent Representative, with own car and strong connection; whole of London Chemists and Hairdressers; would consider good proprietary house. 141/908, Office of this Paper.

ASSISTANT, unqualified, 32, at present in Retail, requires post with London Wholesale House. 135/26, Office of this Paper.

CHEMIST Assistant, 9 years' Retail, desires progressive position with Wholesale firm; age 24; energetic; not afraid of work. 134/39, Office of this Paper.

GENTLEMAN, with good connection Chemists and Stores in S.W., S.E. and E. London, seeks appointment as Representative for good house. P.C.B. 87/11, Office of this Paper.

PACKING.—Young woman, age 26, requires post in packing or dispatch department; 10 years' trade experience. Miss A. C., c/o Mrs. V. Holloway, 49 Dockley Road, Bermondsey, S.E.

PHARMACIST, giving up Retail, desires to represent good Wholesale House; particulars gladly forwarded. "Concordia," Havant Road, Emsworth, Hants.

PHARMACIST, with ability (age 25), seeks post in Wholesale Works or Laboratory. C. Molden, Purton, Swindon, Wilts.

REPRESENTATIVE, capable, energetic, keen salesman, 20 years' excellent connection, South and West of England, desires position with good house; Drugs, Sundries or Proprietaries. F. H. Pike, "Woodside," Elstead, Godalming.

TOILET Representative, 8 years' experience London Stores, Chemists, Ladies' Hairdressers, open for re-engagement on salary and commission basis. 133/12, Office of this Paper.

ALL DRUG AND CHEMICAL WORKERS
should join at once
THE NATIONAL UNION OF DRUG & CHEMICAL WORKERS
(Incorporating the National Association of Chemists' Assistants)
BENEFITS: Trade Protection—Legal Aid—Unemployment Benefit—Free Use of Employment Bureau
Write for particulars:—ARTHUR J. GILLIAN, Gen. Sec.
149 Newington Causeway, LONDON, S.E.1

TRAVELLER seeks engagement with firm of Packers of Small Chemistry lines, carded and boxed, that retail from 1d., 2d., 3d., 6d., up to 1s.; very extensive first-class connection amongst all classes of Wholesale Houses that handle such lines throughout London, Kent, Sussex, Hants, Bucks, Berks, Oxon, Warwickshire, Leicester, Notts, and up to Newcastle-on-Tyne; advertiser is reputed in the trade to be a super-salesman, and a turnover of £500 weekly can be accomplished for the firm with the right goods and prices; resident in London; part expenses (in conjunction with two other firms) and commission; travelling done by car; more than 20 years' experience in the trade. Replies, please, to P.C.B. 87/10, Office of this Paper.

TRAVELLER, 20 years' experience, real London connection, wants good line; full terms. "P.," 37 Sterndale Road, W.14.

TRAVELLER requires situation with good house; not afraid of work; well up in high-class pharmacy; any district; excellent credentials. P.C.B. 87/30, Office of this Paper.

WANTED, commission lines for sale to high-class Chemists; connection in London area. 141/912, Office of this Paper.

(COLONIAL, INDIAN AND FOREIGN.)

POSITION required, France or East; Wholesale or Retail; 4 years Retail, France, Italy; good propaganda experience. 132/32, Office of this Paper.

MISCELLANEOUS.

McADAM & TUCKNISS, Stock and Share Brokers and Dealers, Westminster Bank Chambers, Blackheath, London, S.E.3. Telephone: Lee Green 0081. Telegrams: McAdam, Blackheath, S.E. Bankers: Westminster Bank, Ltd., Blackheath, S.E.3. Shares for sale, free of commission (subject): 520 Barclay & Sons £1 Ord., 10s. 7½d.; two £50 Camwal 4½% Debs., £33 each, cum dividend February 1; 280 Evans Lescher 6s. 8d. 6% Partg. Pfs., 5s. 7½d.; 400 Idris "A" Ord., 21s. 3d., yielding £9 8s. 3d.%; 290 "A" 6% Prefs., 16s. 6d., yielding £7 5s. 5d.%; 200 Lever 8% Pfs., 23s. 6d.; 250 Phosferine 8% Partg. Ord., 20s. 6d.; 200 Sangers £1 7% Pfs., 10s., paid, 10s. 9d.; 200 Yeast Vite Defd., 2s. 4½d.; 100 Wright, Layman Pfs., 21s. 3d. Wanted (subject): Allenbury Pfs., 200 8% Prefd. Ord., 21s. 9d.; Camwal Ord. and Pfs. and Debs.; Idris Deb., 64%; Lewis & Burrows Ord., 32s.

CHEMISTS' FITTINGS.—Showcases, Wallcases, Drugfittings, Counters, Drawers at low prices. Before you decide send to GEORGE COOK, the well-known Chemists' Fitter, 27 Macclesfield Street, City Road, E.C.1.

LIMITED COMPANIES REGISTERED.—I have now been engaged in this work over 20 years, so you may rely that my experience in Chemist and other Companies (I take all trades) is hard to beat. Most reasonable and inclusive fee. Advice free. A. B. SLACK, 15 Christ Church Avenue, West Didsbury, Manchester.

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